Jay Katz

Executive Management, Coach, Strategy and Governance

An accomplished executive with a track record of stepping into complex environments to stabilize, grow, and reposition organizations. Using his experience in strategic planning, revenue growth, governance, and stakeholder engagement, Jay provides insightful leadership in nonprofit, cultural, and social service sectors. An experienced coach known for building executive leadership teams, for strengthening operations, and elevating brands to deliver measurable growth. With his diplomatic style and out-of-the box thinking, Jay restores organizations to profitability, builds lasting and impactful partnerships, and unlocks rewarding new opportunities.

SELECTED ACHIEVEMENTS

- Served as CEO of multiple overlapping community service organizations simultaneously, leading strategic, operational, and governance functions for the reversing years of declining revenue and community engagement, and returning operations to profitability
- Restored functional working conditions between two departments at a university, whose collaboration was essential to advancing the university's mission, yet whose relationship had deteriorated to open hostility across all levels of each department.
- Delivered executive coaching and 360° reviews to leaders across finance, arts, social service, law, insurance, social housing and mining sectors, with a focus on first-time CEOs and senior executives, supporting notable performance improvement for all clients
- Led major transformation at the Windsor Symphony Orchestra, doubling subscription sales and increasing the operating budget by 75%, while launching multiple new subscription series, a Youth Orchestra, a Music Therapy Program, and new national Music Festival
- Negotiated complex, stable and lasting stakeholder agreements, including union contracts, government funding, and multi-partner collaborations.
- Developed effective cross-sectoral partnerships with hospitals, universities, museums, boards of education, between Islamic and Jewish organizations, and with municipal, federal and foreign governments.

PRIOR EXPERIENCE

- **Executive Director,** Windsor Jewish Federation & Community Centre
- **Executive Coach & Management Consultant**, Independent Practice, Toronto
- **Executive Director,** Windsor Symphony Orchestra
- **Manager, Corporate Real Estate Banking**, Scotiabank
- **Boards of Directors:**
  - Mark S. Bonham Centre, University of Toronto
  - Arts Consultants of Canada (Treasurer)
  - ArtsBuild Ontario (Founding Member, Treasurer)
  - Ashkenaz Foundation (Fundraising Committee)
  - Art Gallery of Windsor (Acquisitions Committee)
  - LGBT Giving Network (Co-Chair)
  - Communications and Governance Committees, JVS Toronto

QUALIFICATIONS

- **M.B.A., Ivey Business School, Western University**
- **B.A.,** Political Science, University of Windsor
- **Intensive Coach Training Program**, College of Executive Coaching
- **Alternative Dispute Resolution**, Stitt Feld Handy
- **Appreciative Inquiry**, Jane Magruder Watkins

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