

# Ryan Clement

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## Professional Summary

Portfolio management and prospect development leader with 7+ years advancing nonprofit fundraising, currently steering prospect strategy for the Cleveland Museum of Art's \$350M comprehensive campaign. Expert in building data-driven pipelines, optimizing gift officer portfolios, and uncovering high-value prospects through advanced analytics and AI. Adept at aligning donor engagement strategies with institutional priorities, training teams on CRM best practices, and delivering actionable insights that accelerate revenue growth.

## Education

**Franklin University** – M.S. Business Psychology, 2022, summa cum laude

**Franklin University** – B.S. Business Management & Leadership, 2021, magna cum laude

## Core Competencies

- Portfolio & Pipeline Strategy
- Prospect Management Operations
- Data Analytics & Dashboarding
- CRM Optimization (Salesforce, Tessitura)
- AI-Driven Prospect Identification
- Cross-functional Collaboration & Training
- Campaign Planning & Readiness
- Team Leadership & Performance Metrics

## Technical Skills

Microsoft 365 • Salesforce • Tessitura • Blackbaud • iWave/Kindsight • LexisNexis • Power BI • Python • OpenAI/ChatGPT • Slack • WordPress • MacOS

## Professional Experience

### Cleveland Museum of Art | Manager of Philanthropic Research & Portfolio Strategy

Feb 2022 – Present | Cleveland, OH

- Direct prospect management program supporting a \$350M comprehensive campaign; oversee assignment, portfolio optimization, and stage progression for 10 principal and major gift officers, ensuring balanced workloads and healthy pipelines.
- Designed portfolio engagement standards and instituted monthly pipeline review meetings with development leadership, increasing active solicitation proposals by 35% year-over-year.
- Built Power BI dashboards integrating Tessitura CRM and wealth-screening data to visualize portfolio health, capacity coverage, and conversion milestones, enabling data-driven decisions.
- Generated 957 donor research profiles and 26 event briefings (40-70 guests each), improving pipeline depth by 700% and accelerating cultivation of high-capacity prospects.
- Crafted donor pools for targeted mini-campaigns (Fine Arts Garden, Florida fundraising, Baroque Gallery renovation, and 13 endowed chair namings), yielding hundreds of qualified prospects and advancing key leads to solicitation.

- Leveraged AI/NLP workflows to automate wealth segmentation and news monitoring, cutting research time by 50% and surfacing new major-gift leads weekly.
- Partner with C-suite, curators, and board committees to align prospect strategy with institutional priorities; present actionable insights that inform campaign readiness and resource allocation.
- Train and mentor gift officers on Tessitura moves-management workflows and best practices; authored the museum's prospect management policy manual adopted in 2024.

### **College Now Greater Cleveland | College & Career Advisor**

Aug 2021 – Feb 2022 | Cleveland, OH

- Consulted with 400+ stakeholders and community members, leading workshops that increased participation in post-secondary planning initiatives.
- Analyzed engagement data using CRM, Excel, and Power BI to identify underserved segments and improve service delivery.

### **Express Employment Services | Staffing Consultant**

Mar 2021 – July 2021 | Lakewood, OH

- Managed full-cycle recruiting and talent onboarding for 100+ associates, ensuring data integrity in CRM/HRIS systems.
- Optimized job postings for platform algorithms, improving candidate quality and volume.

### **K-Force | Customer Service Representative**

Dec 2021 – March 2022 | Lakewood, OH

- Four-month contract with Panera Bread Company
- Assisted customers with an array of ordering and technical issues

### **Tremont West Development Corp. | AmeriCorps VISTA & Farmers' Market Manager**

2018 – 2020 | Cleveland, OH

- Secured \$14K+ in grant funding and built community programs reaching 500+ residents.
- Managed Tremont Farmers' Market (50 vendors, 100+ weekly attendees) and enhanced sponsorship engagement.

### **Playhouse Square | Ticket Sales Representative**

2016 – 2018 | Cleveland, OH

- Delivered sales and support for high-value donor memberships and subscription packages; recognized for sales excellence.
- Led volunteer training to improve guest experience at major events.



