

ROBERT SMITH

Associate Director of Development

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SUMMARY

Sustainable non-profit organizations that address and alleviate social concerns, provide higher educational opportunities, and improve the lives of others. Specific areas of interest in philanthropy are at-risk youth, addiction/mental health, homeless assistance and domestic violence. My personal goals are to always go above and beyond, remain humble and carry on.

SKILLS

Communications, Volunteer Management, Development, Project Management.

WORK EXPERIENCE

Associate Director of Development

ABC Corporation - 1996 – 1998

- Work as part of the executive team to facilitate relationships beneficial to the theatre company.
- Design and coordinate all annual giving campaigns corporate, foundation and individual giving.
- Research, track and increase all opportunities for foundation based funding.
- Research, write and present compelling funding proposals to over 120 foundations per year.
- Meet with regional CEOs to advance the theatres cause through corporate funding relationships.
- As part of the executive team, worked with officials, contractors and consultants to expedite an in-depth feasibility study and mount an \$8m capital campaign to fund reconstruction of an historic theater.
- Designed and implemented an early online giving program.

DIRECTOR OF DEVELOPMENT

ABC Corporation - 1993 – 1996

- Responsible for development and overall execution of the first comprehensive fundraising strategy for the organization.
- Initial efforts focused on establishing both sustainable solicitation efforts and profitable special events for each of the six ministries comprising the Sisters of St. Francis.
- Specific Achievements include Designed and implemented highly successful Annual Appeal Campaign, resulting in 139% increase in donations over previous years results and a 233% increase in number of donors.
- Raised a net of \$45,000(double the expectation) at first Annual Golf Tournament, repeating this success at two subsequent outings.
- Merged existing databases on various platforms into one combined warehouse of information.
- Responsible for overall management and data integrity of donor database Spearheaded efforts to establish advisory boards for two of established ministries, to help the groups both expand their programs and increase their visibility..

SCHOLASTICS

- - (College of William & Mary - Williamsburg, VA)