

ROBERT SMITH

Lead Chief Development Officer

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Proven fundraiser with a strong understanding of all aspects of marketing and strategic business development for organizations; a solid background in advertising, promotions.

CORE COMPETENCIES

Management, MS-Office.

PROFESSIONAL EXPERIENCE

Lead Chief Development Officer

ABC Corporation - 2006 – 2010

Key Deliverables:

- Led the integrated development and marketing program for international NGO dedicated to curing the world of leprosy.
- Developed, trained and facilitated an organizational shift in fundraising culture from primarily direct response marketing to major donor engagement.
- Directed ten staff and five contract vendors to increase awareness and generate \$6 million annually.
- Created innovative and sustainable marketing and revenue-generating programs.
- Increased annual major donor income by one year.
- Implemented a major donor relationship management system and personally managed a caseload of top prospects.
- Direct the cultivation of major donors in the SPFB service area.

Chief Development Officer

ABC Corporation - 2002 – 2006

Key Deliverables:

- 3011 W.
- Grand Blvd., 500 Fisher Building Detroit, Michigan 48026 Create, direct and manage a plan to grow the overall fund development plan for foundation, corporate, individual, major gifts and alumnae giving.
- Oversees the planning, designing and production of annual of 3 fundraising events.
- Staff the Fund Development Committee, Advisory Council and Board of Directors to ensure fundraising goals are met.
- Raised \$4 million over 6 years Regularly collaborates with companies to develop partnerships; manages corporate, annual, major and special events giving campaigns.
- Supervision of 3 fundraising professionals..
- This is Dummy Description data, Replace with job description relevant to your current role.

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EDUCATION

Education - (High-Performance Leadership Classes - University of Denver - Denver, CO)

