

Robert Smith

Associate Chief Development Officer

PERSONAL STATEMENT

Results focused solutions leader with proven track record in delivering projects on time and under budget. Strong abilities to manage to financial targets whether it be top-line revenue growth.

WORK EXPERIENCE

Associate Chief Development Officer **ABC Corporation - 1998 - 2000**

Responsibilities:

- Led all technology initiatives including intranet, eCommerce, extranet, distribution, and operations.
- Managed a million budget for resources, web, back-office, and proprietary technology development.
- Managed vendor relationships, negotiated contracts, and evaluated new technology.
- Established technology vision/roadmap, evaluated and recommended technologies and partnerships.
- Evaluated hosting options and moved operations to new data centers resulting in savings on an annual budget.
- Implemented Oracle applications for CRM, Financials, and Distribution under target.
- Achieved more than double revenue growth with website and back-office re-architecture.

Chief Development Officer **ABC Corporation - 1994 - 1998**

Responsibilities:

- Directed the organizations annual, major gifts, planned giving and endowment campaigns.
- (Campaign awarded "Best in Country" in 2000 among all BIA state affiliates.) Campaign direction involved implementing cultivation and solicitation strategy for identified prospects; instituting first ever organizational major gifts campaign securing gifts.
- Also cultivated and secured significant corporate, foundation and individual support, recruited "top-drawer" leadership and organized a culture of "wealth-building" for the institution.
- Key Accomplishments Implemented and exceeded new development goals and organizational performance metrics, established the major gifts prospect/donor portfolio and secured \$1 million in major gifts for the foundation in two years.
- Secured organizations first planned gifts and formalized the program resulting in acquisition of 16% more planned gift donors.
- Spearheaded incorporating product development into the development program with successful solicitation of funds allowing the establishment of Traumatic Brain Injury Resource Center with portals located in each emergency room of major hospitals throughout the state..

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Leading Skills, Quick
Learner.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

- This is Dummy Description data, Replace with job description relevant to your current role.

Education

MBA in Finance & Management - (University of Delaware -
Wilmington, DE)