

Director of Development

ROBERT SMITH

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Objective

An experienced Human Resource and Resource Development Professional with over 15 years of experience in event planning, volunteer management, human resources management, grant writing and fundraising.

Skills

Microsoft Office, Raiser's Edge, IMIS, Neon, Database Management.

Work Experience

Director of Development

ABC Corporation - August 2006 - September 2007

- Planned, coordinated and administered activities of the Triangle Urban Leagues National Achievement Society that included over 1000 youth from the Raleigh, Durham, and Chapel Hill school districts.
- Assigned educational/youth programs that included developing, implementing, and supervising related procedures, processes, services and systems.
- Managed and conducted Corporate Diversity Training on behalf of the Triangle Urban League to fortune 500 businesses and corporations in the Research Triangle community.
- Generated financial resources for the organization through corporate & individual sponsorships, grants and special events totaling over \$300,000.
- Developed, planned, coordinated and implemented activities including, seminars, conferences, workshops, short courses, public events and other related programs to promote academic achievement.
- Researched, developed and coordinated new ideas and concepts for program themes, materials and resources to supplement, expand or replace existing program components aimed at helping to close the academic achievement gap.
- Monitored and evaluated program effectiveness, investigate education trends, and recommend and implement modifications to improve program effectiveness.

Director Of Development

ABC Corporation - 2005 - 2006

- Cleveland, OH 2012 to 2014 Top Ten Largest Nonprofits in Northeast Ohio, provides food to six county area for the needy.
- Director of Development Led developed, and implemented creative and effective short and long-range communications and fundraising strategies to secure critical revenue as part of Senior Leadership team.
- Raised \$11 million annually, with up to 8% revenue growth year after year.
- Restructured development department to include special event fundraising raising \$350,000.
- Redesigned web site and increased online giving more than 12% year-to-year.
- Developed fundraising strategy, setting priorities, goals and budgeting for individual and corporate donor solicitation and cultivation.
- Implemented cause-related marketing initiatives including restaurant and retail-related third parties cultivating potential donors and stewarding current donors to engage them in the

Foodbanks work at a deeper level..

Education

MBA in Fort Jackson, SC Campus - (Webster University - St. Louis, MO)