

ROBERT SMITH

Development Officer II

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Development professional seeking a dynamic opportunity to drive mission-driven results by connecting the philanthropic inclinations of the community with the philanthropic priorities of the organization.

EXPERIENCE

Development Officer II

PIH Health Foundation - JANUARY 2012 - 2019

- Manage a portfolio of major gift prospects; individual donors planned giving prospects, and third parties.
- Co-facilitate annual giving donor recognition program utilizing industry benchmarks; responsible for the content, procedures, constituent engagement, donor communications and copywriting.
- Created and implements goals and objectives for the Annual Giving Campaign and Employee Giving Campaign.
- Successfully raised over in three fiscal years.
- Provided strategic direction and oversight for fund development and annual appeal.
- Responsible for identifying major individual, corporation and foundation supporters for a capital campaign.
- Manage two major fundraising events per year, three to four donor receptions per year.

Development Officer

ABC Corporation - 2010 - 2012

- Led major donor fundraising for a \$3M+ organization, including making phone and face-to-face asks.
- Raised \$305,000 in 2015, which was 21% more than in 2014, and \$38,000 over goal.
- Utilized Raisers Edge database for relationship management and donor acknowledgement.
- Wrote and managed end-of-year physical, online and Facebook appeals.
- Created and managed Colorado Gives Day campaign, with 2015 resulting in 84% increase in funds raised over 2014 (\$18,400 in 2015 vs. \$10,000 in 2014).
- Member of staff Cares Committee, helping to merge two organizational cultures and staffs (RMCHF and Mothers Milk Bank)..

EDUCATION

- Ben Ke in Business Administration - 2010(California University of Fullerton - Fullerton, CA)

SKILLS

Strategic Planning, Event Planning, Healthcare.