

ROBERT SMITH

Development Director II

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

SUMMARY

Consistently increased revenue on account/ territories managed throughout career. Exceeded Goals. Led sales and operations teams consistently ranked in the Top 10% of the company (Dohrn Transfer). Consistently awarded verbal recognition for sales excellence. Drive for Results.

CORE COMPETENCIES

Grant writer, development director, executive director,.

PROFESSIONAL EXPERIENCE

Development Director II

ABC Corporation - July 2014 – September 2016

Key Deliverables:

- Responsible the institute fundraising strategy and program development.
- Instituted a Moves Management systematic approach to fundraising that accounted for an increase in new donors, the engagement of former donors, and the expansion of the corporate council and foundation support.
- Created prospect portfolios of major, and planned giving donors for Board of Directors, the President, and Development staff.
- Secured a \$1 million dollar gift for a Fusion Synthesis Center, along with foundation support totaling \$750,000 for new programmatic areas of operations and an addition \$25,000 for a language scholar program.
- Lead all aspect of foundation relations outreach, research, grant proposal and reporting.
- Identified and secured new corporation money for leadership development and strategic planning programs.
- Identified, arranged and coordinated Presidential and Board of Directors travel to high value donors.

Development Director

ABC Corporation - 2012 – 2014

Key Deliverables:

- Managed initiatives that generated an excess of 3 million dollars in charitable contributions annually (FY 2008-2011).
- Facilitated the successful expansion of departmental growth utilizing external and internal resources.
- Devised increases in Direct Mail Marketing resulting in sustained annual growth culminating in revenue that exceeded \$1.1 million in 2010 (FY).
- Led Corporate Relations, Foundation Grants, and Major Gift efforts significantly enhancing organizational positioning in the market.
- Directed Public Relation and Awareness campaigns yielding four times the level of organizational exposure over previous strategic campaigns.

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- Engineered special events and innovative fundraising campaigns that created over \$100,000 in new revenue.
- Implemented strategies that acquired new donors and nurtured existing donor relations.

EDUCATION

- Master of Public and International Affairs in Public and International Affairs - (University of Pittsburgh - Pittsburgh, PA)