

ROBERT SMITH

Chief Development Officer/Supervisor

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Over twenty years of proven leadership and expertise in financial and organizational management of nonprofits. Experience to include all aspects of operational oversight, leadership.

2006 - 2010

CHIEF DEVELOPMENT OFFICER/SUPERVISOR - ABC CORPORATION

- Responsible for philanthropy with the organization, assuring that the organizations corporate culture, systems, and procedures support fund development.
- Lead staff and volunteers to institutionalize philanthropy and fund development within the organization.
- Plan, coordinate and assure implementation of strategies to develop donors and contributions to support the organization.
- Payroll for all staff Maintains accountability and compliance standards for donors and funding sources.
- Evaluate the effects of internal and external forces on the organization and its fund development plans.
- Ensure that programs support the organizations values, mission, and general objectives.
- Organize capital and annual campaigns, grant writing and special events.

2005 - 2006

CHIEF DEVELOPMENT OFFICER - ABC CORPORATION

- Transformed company from private to public, as member of senior management, as well as crafted and implemented business strategy leading to significant growth from zero operational facilities to 50 operational facilities across 10 states.
- Managed annual development fee budget in excess of \$22 million, appropriately allocating funds to drive corporate objectives.
- Directed team of 30+ real estate professionals across various areas including market research, site acquisitions, land entitlement, procurement, and construction management.
- Demonstrated exceptional negotiation skills to achieve favourable leases, purchase, finance and due diligence documentation in collaboration with legal team as well as gain construction and permanent financing of more than \$560 million.
- Created and executed design of five assisted living community prototypes, completed 34 acquisitions of nursing, assisted living and independent living facilities in five states and drove transition plans for cultural and operational

integration.

- Advanced several projects by establishing and coordinating market-based project teams to initiate construction on a quarterly basis..
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

M.S. in Human Services - (Springfield College - Springfield, MA)

SKILLS

Payroll, Accounts Payable, Account Management.