

Chief Development Officer/Technician

ROBERT SMITH

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Objective

Senior Non-profit Executive with demonstrated experience in management and leadership in results oriented environments. Effective in developing strategic business plans.

Skills

Recruitment, Training, Human Resources.

Work Experience

Chief Development Officer/Technician

ABC Corporation - 2011 – 2014

- Lead introduction of major gift program with multi-year donors raising in its first year.
- Raised in the planned giving program by introducing a new lead generation program and integrating two donor databases.
- Created a "signature" event that raised by recruiting and training key community volunteers.
- Generated in the direct mail program by improving and expanding the number of segmentation and donor-specific messages.
- Lead and directed corporate sponsorship program resulting in revenue.
- Restructured the National Office infrastructure to better meet the needs of the organization including chapters and the department of staff members.
- Moved all strategic development projects in-house, hired and managed resources.

Chief Development Officer

ABC Corporation - 2009 – 2011

- As a member of the Executive Cabinet of the Agency, oversaw all facets of the communications and fundraising policies of mercyFirst.
- Developed fundraising goals and public relations objectives to ensure the fulfillment of the mission of mercyFirst, a leading child welfare agency providing children and families in need from New York City through the eastern tip of Long Island with the most innovative, competent, and compassionate care available.
- Redefined and enhanced the goals and objectives of public relations, planned giving, major gifts, direct marketing, and government funding activities while supervising and mentoring a staff of seven.
- Continually participate in identifying, cultivating and soliciting donors that include individuals, corporate, foundations and government agencies.
- Provided guidance to the CEO, as well as the Executive Cabinet, in matters related to external affairs such as speakers bureaus, press conferences and television appearances.
- Worked closely with the Board of Directors and Foundation Trustees in arranging opportunities to meet with current and prospective donors to increase interest in and support for mercyFirst..
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelor of Arts in Sociology and Psychology - (University of Texas - Edinburg, TX)