

Chief Development Officer

ROBERT SMITH

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Objective

Accomplished business manager with history of positive growth Effective performer, both independently and in a team environment Intelligent, educated, and detail-oriented.

Skills

Donor Cultivation, Major Gift Asks, Staff management.

Work Experience

Chief Development Officer

ABC Corporation - June 2008 - November 2015

- Directed and managed all fundraising efforts to meet the revenue goals and objectives set forth by the Board of Directors and CEO.
- Generated revenue for both program and operating expenses ranging from annually.
- Planned, developed and executed the fundraising strategies including; direct mail, planned to give, an annual campaign, home sponsorship.
- Strategized, planned and prepared annual department revenue and expense budgets in addition to department reports.
- Recruited, supervised and mentored a team of development professionals.
- Extensive collaboration and interaction with city officials, corporate leaders, faith leaders, Board members in addition to all departments.
- Solicited, engaged and stewarded donors, investors, volunteers, and Board members which garnered/secured a renewed annual commitment.

Chief Development Officer

ABC Corporation - 2005 - 2008

- Atlanta, Georgia Lead introduction of major gift program with multi-year donors raising \$5.5 million in its first year.
- Solicited gifts ranging from \$100,000 to \$1.5 million.
- Raised \$40 million in planned giving program by introducing a new lead generation program and integrating two donor databases.
- Created a "signature" event that raised \$3.9 million in its first year and \$10 million in its fifth year by recruiting and training key community volunteers.
- Generated \$20 million in the direct mail program by improving and expanding the number of segmentations and donor specific messages.
- Lead and directed corporate sponsorship program resulting in \$8 million in revenue.
- Restructured the National Office infrastructure to better meet the needs of the organization including 42 chapters and the department of 44 staff members..

Education

Business Development - (Motorola University - Tempe, AZ)