

## **Lauren Lozano-Doğanay**

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### **Education**

<b>MA International Relations; International Law-</b> St. John's University- Rome, Italy	2015
<b>MA Security and Diplomacy-</b> London Academy of Diplomacy- London, UK	2014
<b>BA Political Science; Law and Politics-</b> CUNY Queens College- Queens, NY	2010
<b>Paralegal Studies Certificate-</b> The University at Buffalo- Buffalo, NY	2008

**Geographic Experience** Afghanistan, Armenia, Cuba, Democratic Republic of Congo, Egypt, Eritrea, Ethiopia, Georgia, Greece, India, Iran, Iraq, Italy, Jordan, Kazakhstan, Kenya, Kyrgyz Republic, Lebanon, Libya, Palestine, Philippines, Syria, Tajikistan, Tunisia, Turkey, Uganda, United States, Uzbekistan, Vietnam, Zimbabwe

### **Professional Experience**

**Pact**, Washington, DC **March 2021-**

*Business Development Officer- Africa*

- Conduct research on upcoming funding opportunities and lead pre-positioning efforts
- Collaborate with country-level staff and technical experts to conceptualize and design proposals
- Lead and manage the development and production of major proposals, ensuring that proposals meet funder specifications and deadlines as well as Pact's quality standards
  - USAID; U.S. Department of State
- Negotiate and coordinate partnership arrangements (teaming agreements, MOUs)
- Work with Pact's HR team to identify high-quality personnel for proposals
- Maintain accurate information about business development opportunities in internal databases and assist with analysis of proposal development data
- Mentor and train staff on new business best practices, processes, and procedures

**Institute for War & Peace Reporting (IWPR)**, Remote, US **October 2018-March 2021**

*Proposal Coordinator; Business Development Lead- Latin America & the Caribbean, Asia*

- Managed the grant proposal process from idea development to submission
  - U.S. Department of State: DRL, NEA, CSO, GEC, U.S. Missions/Embassies; UK- DFID; EU-EIDHR
    - 65+ proposals and concept notes; \$24.5m in awards across four geographical regions
- Provided program staff with guidance and input according to donor requirements and preference
- Contributed to development (writing) of proposals
- Revised and edited content for submission; ensured content is in line with the donor requirements
- Supervised the Development Department's Admin position and all proposal Grant Writers and Budget Consultants (roughly 10 individuals); identified and commissioned writers and consultants when necessary
- Identified potential grant opportunities and new donors
- Facilitated communications between IWPR and donors for all pre-award inquiries
- Maintained and track the proposal pipeline and proposal schedule; tracked available resources
- Lead two regional teams, LAC and Asia, in business development strategy and development

**Sama Middle East, Amman, Jordan**

**January 2018- October 2018**

*Interim Director of Programs*

- Program development
  - Focused on GBV, WASH, and livelihood projects for displaced communities in Iraq, Jordan, and Syria
- Assessed needs and ensured that program objectives were met
- Coordinated program staff and volunteer activities
- Recruited and trained volunteers
  - Developed volunteer training toolkits on cultural awareness; GBV; refugee behavioral and mental health
- Identified fundraising strategies that benefited and complemented the programs
- Developed and wrote funding proposals; contributed to proposal budgets
  - U.S. Missions/Embassies; World Food Programme; Islamic Relief
- Allocated resources to ensure staff and volunteers could work to their highest potential
- Built relationships with the community and the targeted audience/beneficiaries

**Accountability for Violence Against Children, Ramallah, Palestine**

**May 2017-January 2018**

*Project Development Consultant- Youth Non-Violence Awareness project*

- Project development: *Youth Non-Violence Awareness* project in 30 Palestinian high schools
  - Assessments and research for project development
- Proposal writing; proposal management
  - French Consulate in Jerusalem; Swiss Agency for Development and Cooperation; UN OCHA; Euro-Mediterranean Foundation of Support to Human Rights Defenders
  - Secured first year project funding-\$200K grants; and a \$100K second year cost extension
- Created external content; content editing
  - Website, social media, event and meeting materials, fundraising materials, donor reports
- Capacity building with local partners, private and public sectors

**Church World Service- Immigration and Refugee Program, New York, NY** **April 2016-April 2017**

*Associate Director for Resource Mobilization*

- Created external content; content editing
  - Newsletters, fundraising campaigns, event materials, promotional materials, website pages
- Diversified and further developed the NYC private funding base, with a focus on building an individual giving and major gifts program
  - Increased the donor base from 30 to 150 in a year
- Identified local funding opportunities (private foundations)
- Developed and oversaw budgets, work plans, and timetables for the department
- Supervised the Resource Generation Department's Admin and Intern positions (three individuals)
- Responded to external inquiries and requests
  - Refugees and asylum seekers internationally and domestically; donors, partners, and other supporters
- Recruited and managed local volunteers
  - Developed volunteer training toolkit and volunteer media and fundraising toolkit to be used nationally
- Served as a member of the Leadership Team

**Alo International, Inc.****June 2015-***Director/Founder*

- Develop and implement programs, focused on sustainability, for community organizations and nonprofits internationally
  - Program areas in the first five years across four continents: agriculture, civil society, homelessness, refugees, women, youth
- Manage partnerships with community organizations and nonprofits internationally
- Funds development- develop and write funding proposals; crowdfunding campaigns (\$150K+)
- Field inquiries on potential external collaborations

**Catholic Near East Welfare Association, New York, NY****2015-2016***Development Associate-Major Gifts; Representative at the United Nations*

- Maintained donor database (CRM); gifts processing
- Oversaw a portfolio of 50-60 major donors;
  - \$10K+ annual giving; moves management
- Prospect research; new donor and prospect cultivation
- Created external content- donor reports; website blog posts
- Represented CNEWA as a member and contributor to United Nations NGO committees and working groups
  - NGO Committees on: Disarmament, Peace and Security; Financing for Development; Status of Women- Young Professionals; and Financing for Development Advocacy Working Group
- External outreach events spokesperson (universities, places of worship, community groups and centers)

**U.S. Department of State****2013***Economic Section Intern U.S. Embassy-Rome, Italy*

- Researched and wrote briefing memorandums for the Ambassador and the Economic Minister Counselor
- Researched and analyzed classified and unclassified information
- Planned and organized the *Embassy's Global Entrepreneurship Week* event in Rome
  - Supporting local university start-up labs

**Arthritis Foundation-New York Chapter, New York, NY****2010-2012***Development Coordinator*

- Assisted in the planning and organizing of special events and fundraisers
  - Women on the Move Luncheon; Annual Arthritis Walk
- Managed the Development Department's database (CRM); Gifts processing
- Managed individual donor relations
- Updated and maintained the Development Department's elements of the website and social media pages

**City of Buffalo Councilmember Thompson****2006-2008***Office Admin and New York State Senate Campaign Intern*

- Administrative duties

- Constituent relations; fielded constituent inquiries
- 2007 New York State Senate campaign assistance

### **Volunteer Experience**

<b>National United Methodist Church Campus Kitchen</b> , Washington D.C.	<b>2019-</b>
<b>Baobab Experience</b> , Rome, Italy	<b>2015-2018</b>
Member of a team of local volunteers supporting unofficial refugee camps in Rome, Italy. Field volunteering and remote fundraising.	
<b>St. Francis Xavier Welcome Table (Soup Kitchen)</b> , New York, NY	<b>2015-2017</b>
<b>New York Cares</b> , New York, NY	<b>2015-2017</b>
<i>Project Leader</i>	
<b>Chios Eastern Shore Rescue Team</b> , Chios, Greece	<b>2015-2016</b>
Member of a coalition of international volunteers and organizations supporting refugee rescue missions and relief in Chios, Greece. Field volunteering and remote fundraising and organization.	
<b>Vive Inc. Refugee Shelter</b> , Buffalo, NY	<b>2012</b>
<i>English teacher</i>	
<b>AIDS Community Services of Western New York</b> , Buffalo, NY	<b>2002-2009</b>
<i>External events volunteer</i>	

### **Additional Skills**

- Proficient in Microsoft Suite, Google Suite, Photoshop, SharePoint, Campaign Monitor, Mac and Windows operating systems
- U.S. Government System for Award Management (SAM)
- Database management: Salesforce and Promise; Blackbaud and eTapestry, Google Drive
- Event planning and management
- Volunteer recruitment, training, and management; community engagement
- Web and social media communications
- English: native proficiency; Arabic: elementary proficiency; Italian: working proficiency; Spanish: limited working proficiency; Tigrinya: elementary proficiency; Turkish: elementary proficiency