



ETHAN MARTINEZ

Chief Development Officer

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PROFESSIONAL SUMMARY

Dynamic Chief Development Officer with over 15 years of experience in driving strategic growth and fundraising initiatives. Proven track record in building and leading high-performing teams, cultivating donor relationships, and implementing innovative development strategies. Adept at leveraging data analytics to enhance fundraising efforts and achieve organizational goals in non-profit and corporate sectors.

WORK EXPERIENCE

Chief Development Officer

📅 Feb / 2021-Ongoing

Seaside Innovations

📍 Santa Monica, CA

1. Executed comprehensive fundraising initiatives, enhancing revenue streams by 35% over three years.
2. Managed a \$1 million budget for development activities, ensuring optimal allocation of resources.
3. Forged strategic partnerships with corporations and foundations to secure funding and sponsorships.
4. Developed and implemented a donor recognition program that improved donor satisfaction ratings.
5. Analyzed market trends to identify new fundraising opportunities, leading to the creation of innovative campaigns.
6. Optimized team performance through training and development, resulting in a 25% increase in project efficiency.
7. Established key performance indicators (KPIs) to measure fundraising effectiveness and organizational impact.

Chief Development Officer

📅 Feb / 2018-Feb / 2021

Silver Lake Enterprises

📍 Seattle, WA

1. Directed annual fundraising campaigns, achieving a 20% increase in major gifts year-over-year.
2. Developed and executed a comprehensive strategic plan for donor engagement, significantly enhancing relationships.
3. Secured the first-ever planned giving commitments, resulting in a 15% increase in long-term financial stability.
4. Led a cross-functional team to successfully launch a new community outreach program, increasing local engagement by 50%.
5. Implemented a donor stewardship program that increased donor loyalty and repeat giving.
6. Built strong relationships with key stakeholders, enhancing organizational visibility and support.

EDUCATION

Master of Business Administration

📅 Feb / 2015-Feb / 2018

University of Chicago

📍 Denver, CO

Focused on strategic management and nonprofit leadership.

SKILLS

Policy Development



Sales Strategy



Brand Management



Research Skills



Risk Management



INTERESTS

- 🏊 Scuba Diving 🎮 E-sports
📖 Reading Fiction 🧩 Puzzle Solving

STRENGTHS

- 👛 Stewardship 👥 Teamwork
🔗 Tenacity 📊 Vision

LANGUAGES



ACHIEVEMENTS

- 🌟 Increased annual fundraising by 30% through innovative campaign strategies.
- 🌟 Secured \$1.5 million in new donations within the first year of leadership.
- 🌟 Developed a comprehensive donor engagement program resulting in a 40% retention rate.