

ROBERT SMITH

Director of Philanthropy

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Motivated and mission-driven resource development professional with an entrepreneurial attitude. Creative, goal-oriented, and adaptable team player, adept at identifying and convening key stakeholders around issues and successfully implementing action plans.

CORE COMPETENCIES

Major Gifts Fundraising, Relationship Building, Strategic Planning, Board Development, Public Relations, Community Engagement, Research.

PROFESSIONAL EXPERIENCE

Director of Philanthropy

World Food Program USA - September 2013 – June 2020

Key Deliverables:

- Grew individual giving program from \$2.4M in 2012 to \$10.2M in 2015.
- In response to Board-approved ambitious budgets, led internal initiatives to shift the fundraising paradigm from restricted funding campaigns to unrestricted funding, with an emphasis on building donor affinity for the mission.
- Cultivated and stewarded individual donors giving \$10,000+ annually.
- Created first-ever personal Board stewardship initiatives, focusing on individuals with high-upgrade potential.
- Launched planned giving initiatives, marketing to capable individuals, and internally processing asset gifts, gifts of property, and various declarations of estate intent.
- Designed job descriptions and built a brand new individual giving team, including an online fundraising associate and stewardship manager in 2013, a donation processing associate in 2014, and a major gifts officer in 2015.
- Negotiated the legal solicitation of individuals in the United States based on the Charleston Principles.

Director of Philanthropy

Delta Corporation - 2010 – 2013

Key Deliverables:

- Hosted and planned two university-wide St. Jude Galas to select the fraternities philanthropic representative Planned and oversaw events and service projects raising over \$10,000 for St. Jude Childrens Research Hospital.
- Planned and executed philanthropy events such as Red Dress Gala and Aphiesta Bowl Assisted the Vice President of Marketing with raising funds for .
- Organized six philanthropy events with over 700 in attendance and raised over \$40,000.
- Planned three fundraising events, designed t-shirts, and raised money for womens heart health.

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- Raised over \$10,000 for the Alpha Phi foundations 10th Annual Red Dress Gala Worked closely with the Marketing Department to obtain donations and .

EDUCATION

- B.A. in International Affairs, Biological Anthropology - 2004(George Washington University - Washington, DC)