

ROBERT SMITH

Director of Philanthropy

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Highly creative, results-driven Development/Fundraising and Foundation Executive with demonstrated ability in building and leading comprehensive programs for mission-driven nonprofit organizations in healthcare, humanitarian relief, and environmental and animal species conservation. Extensive experience in program assessment and development in start-up and turnaround settings.

EXPERIENCE

Director of Philanthropy

ABC Corporation - 2013 - 2015

- Set up and operated a development department to support the operational and programmatic needs for the conservation of natural landscapes.
- Increased funding from \$665K in 2006 to \$2.2M in 2008 and \$3.5M by the end of FY09.
- Refocused efforts to grow trustee planned giving participation from 15% to 35% in two years (5th national rank).
- Increased revenue from foundations and major gifts by 32% and 10% respectively; includes two major gifts of \$500,000.
- Initiated and supervised all state communications, direct mail marketing, advertising, and public relations to maximize giving; grew donor base by 623%.
- Supervised the strategic recruitment and development of the Board of Trustees.
- Established specific, measurable, and attainable objectives for two full-time staff.

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Delta Corporation - 2010 - 2013

- Planned, organized, and delegated events regarding Breast Cancer Awareness and Education.
- Organized, planned, and executed a week of events and gala to support the Alpha Phi Foundation- a non-profit organization that benefits victims of.
- Managed all public relations and marketing initiatives for these events through social media and print outlets.
- Consulting assessing their traditional individual donor base.
- Organized philanthropic projects by communicating with donors, campus authorities, and philanthropy committee.
- Supervised Delta Gammas Spring and Fall philanthropy events to raise money for Service for Sight Organized 150 girls and a \$2000 budget which .
- Established specific, measurable, and attainable objectives for two

full-time staff.

EDUCATION

- Bachelor of Science in Business Management - (University of Oregon)

SKILLS

Microsoft, Adobe, Customer Service, Detail Oriented, Fundraising, Photoshop.