

# Robert Smith

## Director of Philanthropy

### PERSONAL STATEMENT

An innovative executive with over nineteen years of established success in nonprofit management, delivering results. Solid experience formulating strategies and practices to effectively communicate with proven skills to create clear and consistent messages. Ability to empower others and ensure accountability on projects, budgets, and provide strategic direction and advice.

### WORK EXPERIENCE

#### **Director of Philanthropy**

**ABC Corporation - August 2011 - June 2015**

##### *Responsibilities:*

- Responsible for identifying, cultivating, soliciting, and stewarding prospects and donors leading to major gifts to support the mission of Healthcare.
- Leads development activities at Childrens, including hospitals and 7 clinics.
- Supervision of staff and budget management.
- Identifies strategies for prospect cultivation and solicitation for assigned service lines from individuals, corporations, and foundations.
- Reports to Vice President of Philanthropy and Communications.
- Developed and manage a portfolio of over 300 major gift prospects.
- Submitted over \$40 million in proposals in the first year.

#### **Director of Philanthropy**

**Delta Corporation - 2008 - 2011**

##### *Responsibilities:*

- Served on the 5 person executive board of the 90-member chapter of the fraternity.
- Lead the chapters planning and execution of philanthropic events with the primary beneficiary being the Boys and Girls Club of Metro Denver.
- Lead a team in organizing and planning fundraising and service events Planned and managed fundraisers, rehearsals and .
- Plan and coordinate philanthropy events with philanthropy team members, redesigned and edited newsletter, For a Cure.
- Relay for Life, & other events for students Assisted in marketing, managing, event planning, setup and breakdown for events.
- Led the various aspects of a comprehensive development program, including major and planned giving, cultivation and stewardship program, corporate .
- Wrapped up capital campaign for renovation of the Center for Neonatal Transitional Care.

### Education

Masters of Business Administration in Health Services Administration - 1977(University of New Mexico - Albuquerque, NM)

### **CONTACT DETAILS**

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### **SKILLS**

MS Office Suite, Raiser's Edge.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

