

# ROBERT SMITH

## Director of Philanthropy

[info@qwikresume.com](mailto:info@qwikresume.com) | <https://Qwikresume.com>

Having demonstrated experience creating and building relationships with prospects and donors, internal and external constituencies, institutional and corporate leadership, board members, and volunteers.

### 2011 - 2014

#### **DIRECTOR OF PHILANTHROPY - ABC CORPORATION**

- Recruited to build the individual, corporate and foundation, and major gift fundraising program for the School of Pharmacy established in 2008.
- Revitalized the University planned giving fundraising program.
- Established and directed the alumni relations program.
- Partnered with the Office of Institutional Advancement in university-wide cultivation, fundraising, and stewardship efforts.
- Managed a portfolio of 100+ major, legacy giving, and annual gift prospects.
- Managed and track fundraising activities of EdVentures development team that includes the CEO, Executive Vice President, Senior VP for Principal Gifts, and two additional staffers.
- Supervised the Philanthropy Coordinator and Philanthropy Assistant.

### 2008 - 2011

#### **DIRECTOR OF PHILANTHROPY - DELTA CORPORATION**

- Arranged events in the Susquehanna University community to promote breast cancer awareness and education throughout Susquehanna University and in the .
- National office focusing on blindness prevention through vision screening, education, research and advocacy Led the Major Gifts .
- Plan, promote, and execute philanthropy events to raise money and awareness for the Make-A-Wish Foundation, Chi Omegas national philanthropy as well .
- Responsible for planning and executing all philanthropy events during the 2013 year Created various committees then .
- Raised \$7,500 for the Serious Fun Childrens Network through multiple fundraising events Planned, organized, and executed our philanthropy Created .
- Planned philanthropic events and coordinated sponsorships/donations from local businesses.
- Delegated responsibilities effectively to committee members in order to complete projects on time and in budget.

## **EDUCATION**

Certificate - (Institute for Charitable Giving - Chicago, IL)

## **SKILLS**

Microsoft Office Suite, Salesforce.