

ROBERT SMITH

Director of Philanthropy

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

SUMMARY

Driven individual with marketing and event planning experience seeking a marketing position. Seasoned development professional with more than 25 years of experience in fast-paced non-profit organizations. A strategic, creative, and collaborative leader focused on results. Experienced in all aspects of fundraising at national, regional, and local levels.

CORE COMPETENCIES

Costar, Argus Enterprise.

PROFESSIONAL EXPERIENCE

Director of Philanthropy

ABC Corporation - October 2015 – January 2016

Key Deliverables:

- Managed all aspects of The Nature Conservancy's philanthropy efforts.
- Analyzed market trends and donor capacity to determine annual and long-term program and revenue goals.
- Identified, cultivated, and solicited a portfolio of leadership gifts capable of gifts \$100,000 and above.
- Supervised and mentored four staff members (annual fund, major gifts, gift processing, and administrative support.) Developed and managed budget and revenue goals.
- Represented the local chapter to the Board of Directors and national leadership.
- Foster relationships between recruited volunteers and student organizations on campus that are affiliated with philanthropy.
- Planned and coordinated the 2013 annual 5K Benefit Run which raised over \$10,000.

Director of Philanthropy

Delta Corporation - 2013 – 2015

Key Deliverables:

- Built strong relationships with vendors and negotiated prices to order and meet tight budgets for specialized marketing materials used for meetings.
- Planned and organized events focused on professional and leadership development such as team building, project planning, and networking.
- Implemented sustainable service projects such as a holiday toy drive benefitting Children Hospital of Los Angeles and Orange County, a monthly beach .
- Plan multiple Breast Cancer-Support philanthropic events for ZTA including Think Pink Week raising over \$10,000 Coordinate with sponsors and .
- Structure and implement a program for planned Giving and major gift program.

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- Help structure donor cultivation and retention program.
- Representing his fraternity, Theta Chi, as their respective Philanthropy Chair.

EDUCATION

N/A University - New York, NY)

