

Robert Smith

Professional Fundraiser

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

PERSONAL STATEMENT

Seeking full-time permanent Professional Fundraiser position with a worldwide company that will allow me to use my past experience as well as my college education to help the company and its employees meet and exceed their goals of customer satisfaction.

SKILLS

Microsoft Word,
Interpersonal Skills,
Multitasking,
Communication Skills,
Coordinating Skills.

WORK EXPERIENCE

Professional Fundraiser **ABC Corporation - January 2014 - 2015**

Responsibilities:

- Applied quick/creative thinking to overcome objections.
- Maintained detailed documentation.
- Collaborated with the Vice President of Advancement and Director of Corporate and Foundation Giving, develop prospect list and activity goals from a pool of qualified prospects
- Increased and sustained annual funds to support general operations as well as budget relieving projects and programs through year-round stewardship of current donors, identification, and cultivation.
- Managed relationships with approximately 150 annual donors and approximately 50 budget relieving project and program donors and funders of varying amounts; carry out moves management strategies for solicitation of these prospects for gifts of \$5,000+.
- Planned and executed Audubon's participation in third-party or social-media-based annual giving campaigns such as GiveNOLA Day and Giving Tuesday
- Worked collaboratively with and in support of the fundraising team to cultivate and solicit donors for Audubon-wide priorities, as well as with executive leadership, board members, volunteers, committee members, and other Audubon staff when appropriate.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

Professional Fundraiser **Delta Corporation - 2011 - 2014**

Responsibilities:

- Make outbound calls across the United States soliciting donations for different charities.
- Made approximately 30 contacts an hour.
- Used Working at Innovative I must demonstrate a good attitude, be punctual, and have a professional demeanor and appearance.
- In order to build a good rapport with customers, I must always have an enthusiastic attitude and professional yet friendly tone even when my own personal feelings do not agree.
- Have to overlook frustrations with previous calls or outside situations in order to ensure my next call is the best that it can be.
- Overcoming objections of the customer, rebutting, is also a skill I demonstrate daily.
- Working in a call center can be very mentally exhausting so having a

REFERENCES

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

good work ethic and the motivation to keep going is key because of every call matters.

Education

High School Diploma