

ROBERT SMITH

Professional Fundraiser

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Professional Fundraiser with 2 years of experience in Reviewing and implementing stewardship plan for first time donors to increase likelihood of renewed support in conjunction with the Development Operations team.

APRIL 2002 - SEPTEMBER 2006

PROFESSIONAL FUNDRAISER - ABC CORPORATION

- Made sure all the numbers were dialing right to whatever campaign we were calling for the day.
- Made sure the callers were following the laws provided by the ftc and fcc.
- Did the evals on the callers to make sure they were using the right rebuttals for each person.
- Got promoted to training manager and trained all the new employees coming into the company.
- Promoted to the corporate office down in Pompano Beach Florida.
- Started as a caller and after excelling for 8 months was promoted to manager position and after a year was promoted to training manager and after 8 months of that was promoted to corporate and overlooked 3 call centers until went bankrupt.
- Used people, listening, communication and common knowledge to be able to be a success.

2001 - 2002

PROFESSIONAL FUNDRAISER - DELTA CORPORATION

- Telemarketing...Persuade the U.S.
- Citizens contribute to breast cancer by making a donation.
- Maintain a high volume of calls to raise money for nonprofit organizations.
- Maintain high energy, enthusiasm, persistence, and persuasion to obtain a set hourly goal; using voice fluctuation, script, rebuttals, paying attention.
- Worked on a team continually recruiting new monthly donors for charities and non-profit organizations by speaking directly to potential donors.
- Professional Fundraiser fundraises for political campaigns call donors.
- Handle Incoming and outgoing calls to different donors to gain funds for different nonprofit organizations.

EDUCATION

High School Diploma



SKILLS

Customer Service, Typing 50 Wpm, Data Entry.