Kirsten Dunst, Cfre

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# Professional Summary

An experienced senior executive in profit and not-for-profit organizations with emphasis in: strategic planning, financial management, donor and volunteer development, and staff empowerment. A collaborative leader with sterling integrity, who has helped chart a progressive fundraising strategy ensuring all team members are heard, respected, and inspired to serve the organization’s mission. A seasoned fundraiser with a strong track record in developing quality, value-added programs and events, in support of fundraising initiatives. Also has solid experience in working on a Board as well as reporting to and supporting the work of the Board of Directors.

# Areas of Expertise

## Strategic Fund Development & Planning

* Diversified and introduced new revenue streams which helped build fundraising capacity while mitigating risks (i.e., peer to peer on-line giving, individual major gifts, planned giving, golf tournament).
* Provided strategic fundraising direction to the CEO, Regional Vice-Presidents and the Fund Development Committee of the Board of Directors that supported philanthropy and stewardship activities.
* Developed an individual major gifts program at Company Name, which addressed growing funding needs. Since 20XX, growth in number of donors increased by 32% and growth in major gift revenue increased by 18%.
* Played an integral role in the development of the Fundraising Strategy of the 20XX-20XX Organizational Strategic Plan which cemented stakeholder relationships during a challenging period, both from a fundraising and construction perspective.

## Leadership and Mentorship

* Built a strong, diversified and dedicated team of fundraisers (from 3 to 12) in support of annual fundraising targets. By instilling a culture of collaboration and creativity, over the 6.5-year period the department experienced low employee turnover, as compared to industry standards.
* Organized, led, and inspired a team of high-profiled Women Role Models, leading to 4 highly successful Women’s programs and raising over $2 million, cumulatively.
* As an active, respected and major contributor to the senior leadership team, provided thoughtful, critical and non-judgmental analysis and sound advice to peers. Recognized as a best practices practitioner, a successful innovator, a mentor and coach, was sought after to join key committees (i.e., member of the collaborative resource development committee of Company Name and a member of the Company Name’s International Fund Development Education and Workshop Committee for the 20XX Affiliate Conference).

## Board, Senior Volunteer, and Stakeholder Relationships

* Managed volunteer committees and maintained a key role in lead recruitment and retention of membership including, Resource Development Committee, Fund Development Committee of the Board, Planned Giving Advisory Committee, and the Golf Tournament Committee.
* In close collaboration with the CEO, worked with the Board of Directors and Advisory Council in helping expand Company’s major gift networks (individual and corporate prospects) through introductions and/or solicitations.
* Represented organization interests on the collaborative resource development committee of the Company. Initiated and led a resource development best practices quarterly conference call with 12 other organization affiliates across the country.
* Established and maintained a positive working relationship with a number of new key stakeholders (i.e., Company A, B, C) in the accomplishment of fundraising goals.
* Sound knowledge of Digital, Cloud, Mobile, Big Data, DevOps, SDx, web-scale IT and Enterprise Metrics and Scorecard
* Assessment and optimization of large Enterprise IT infrastructures

# Professional Experience

Company A 20XX – 20XX

Vice President, Philanthropy

A member of the senior leadership team, annually planned, directed and implemented a comprehensive business development plan, oversaw a fundraising team of 11, and was responsible for the general operations of the Development department including: communications, reporting, and professional development. Since 2008, fundraising revenues grew from $2.8M to $5.0M.

Company B 20XX – 20XX

Associate Director of Development

Managed 4 direct reports (database manager, maestro’s club manager, 2 annual fund coordinators) and acted as the “operations manager” of the department. Re-introduced and grew the planned giving program and parlayed my network contacts from the Volunteer Committee in augmenting the major gift program.

# Community Service and Volunteering

* President, Board of Directors Women’s Centre (Present)
* Treasurer, Board of Directors, Chamber Music Group (present)
* Member & past Vice-Chair, Mentorship Committee (present)
* Member, Fundraising Workshop Planning Committee for the XXX Conference
* Member, Toronto, Education Committee
* Member, Foundation Dinner Fundraiser Committee
* Editor, Publicity Chair, Board member, Association for Ontario

# Education – Certifications – Awards

## Bachelor of Arts, Administrative and Commercial Studies

* University Name, Date

## CFRE

* Association of Fundraising Professionals, Date

## Courses & Training

* Canadian Association of Gift Planners, Banff Planned Giving Course
* AFP and CAGP workshops on various topics (annually)

## Awards

* “Leading Women: Building Communities” award from Ontario Women’s Directorate, 2014

# Interests

Cross-fit training, golfing, gardening, painting, travel, music