|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **J/L** | JOHNETHA LINDSEY, Ph.D. | | | | | | |
|  |  | | | | | | |
| OBJECTIVE  Dedicated fundraising professional with several years of experience in development, alumni and donor relations, advancement services, and budget and resource management. Excellent time management skills combined with a superior knowledge of the higher education nonprofit industry. Proven ability to establish and maintain excellent communication and relationships with donors. Committed to utilizing my skills to further the mission of Historically Black Colleges and Universities and nonprofit organizations.  GPS icon  Jackson, MS  Phone icon **PHONE** (662) 812-3132  email icon **EMAIL** johnethalindsey@yahoo.com  world wide web icon WEBSITE  www.linkedin.com/in/johnetha-lindsey | |  | EXPERIENCE | |  | |
|  |  | |
|  | Jan. 2024 – Current  ***Consultant/Dissertation Coach • Worthy Strategies, LLC***   * Facilitated a 30% increase in dissertation completion rates by providing personalized coaching and guidance to doctoral candidates, implementing effective research methodologies and dissertation writing strategies. * Improved cohort scores by 25% through the guidance and assessment of capstone projects, providing comprehensive feedback on performance to enhance presentation skills. * Increased fundraising revenue by 40% for nonprofit organizations through capacity building initiatives, including the implementation of donor management systems and the establishment of streamlined fundraising processes. * Led a successful recruitment resulting in a 50% expansion of skilled fundraising teams, ensuring organizations had the necessary talent to meet their fundraising goals. * Reduced staff turnover rates by 20% by implementing employee retention strategies such as performance recognition programs and career development opportunities, enhancing staff satisfaction and commitment. * Enhanced fundraising team effectiveness by 35% through data-driven assessments and targeted skill development training, resulting in improved fundraising success and team cohesion. * Established a mentorship program leading to a 30% increase in staff retention rates, fostering a culture of knowledge sharing and professional growth within the fundraising team.   Aug. 202 – May 2023  ***Research & Teaching Fellow • University of Holy Cross***   * Successfully launched and managed the RIQEE research fellowship program, collaborating with key stakeholders to develop and implement the program, resulting in increased research output and collaboration within the department. * Contributed to the development of innovative research methodologies and designs, leading to the successful execution of RIQEE research projects and publications. * Engaged students through dynamic lectures and presentations, resulting in increased student participation and comprehension of complex research and historical topics. * Provided effective mentorship and guidance to students, assisting them in understanding course material and improving their writing skills, resulting in enhanced academic performance. * Integrated instructional technologies into course delivery, facilitating both in-class and online instruction and enhancing student learning experiences. * Developed comprehensive semester outlines and instructional plans, aligning course objectives with student learning outcomes and ensuring the successful execution of course curriculum. * Demonstrated leadership in managing projects from inception to completion, overseeing research projects and student assignments with a focus on quality and timeliness. * Presented research findings at a national academic conference, showcasing contributions to the field of education, and highlighting the University's commitment to quality and equitable education.   Jan. 2023 – Current  ***Director, Strategic Partnerships & Development • Truck Safety Coalition***   * Successfully raised $300,000 in CY23, an increase of 45% from CY2022. * Developed and successfully implemented TSC’s 1st Signature Fundraising Event, “*A Night to Celebrate Truck Safety*” raising $30,000. * Fostering increased donor cultivation and retention; acquired 115 new donors in CY23, a 52% increase. * Successfully secure TSC’s first federal grant with funding totaling $325,949. * Submitted over $625,000 in proposals in the first year. * Manage a portfolio of 500 prospects and donors for strategic focus, including proposal and budget development. * Co-created TSC’s T.R.U.C.K. Safety Roadshow * Created first-ever personal Board stewardship initiatives, focusing on individuals with high-upgrade potential. * Supervise staff and budget management.   Aug. 2021 – Jan. 2023  ***Director, Corporate & Foundation Relations • Tougaloo College***   * Created and implemented short/long term strategic Corporate & Foundation Relations plan. * Submitted over $2 million in proposals in the first year. * Revamped and rebranded Corporate and Foundation Relations program, increasing overall funding by 38%, from $900,000 to $1,250,000. * Managed a portfolio of foundations and corporations for strategic focus, including proposal and budget development. * Assisted the Director of Annual Giving by phone and mail solicitation, increasing annual giving by 20%. * Successfully solicited and secured $300,000 and in FY22 $325,000 in FY23, for General Scholarships. * Spearheaded the Employer Relationship Council, serving as a liaison and support to Career Services by expanding partnerships and job opportunities for nearly 300 students.   Oct. 2020 – July 2021  **J/L**  ***Donor Relations Coordinator • Tougaloo College***   * Served as a chair for the Presidential Inauguration’s Major Donors Appreciation Reception. * Project manager for Annual Business Luncheon, where in February 2021, Tougaloo exceeded its goal, nearly $300,000. * Created & implemented a successful online donor campaign to over 8,000 subscribers using Constant Contact. * Managed and oversaw institution’s annual giving society; created giving society recognition program. * Coordinated and organized event logistics for fundraising events for the entire department. * Created and maintained an Annual Donor recognition program.   Jan. 2019 – Sept. 2020  ***Director of Advancement Services • Xavier University of Louisiana***   * Oversaw the creation and supervision of the Advancement Office budget, including approval of contracts and invoices. * Served as the data project manager for annual giving day, Give Love Xavier Day. * Participated in Leadership meetings pertaining to fundraising strategy, donor campaign implementation, and monthly assessment. * Supervised departmental staff and budget management. * Initiated and supervised all gift entry, database management, stewardship, and reporting to maximize giving. * Produced contribution statistic reports, prepared monthly accounting and revenue reports of gifts. * Coordinated and oversaw department’s registration and donation stations for annual Alumni Homecoming events.   March 2017 – Dec. 2019  ***Database Coordinator • Xavier University of Louisiana***   * Managed donor database, Raiser’s Edge, of over 40,000 records to ensure all information, both gift and constituent, is accurate and up to date. * Promoted after a year and half to manage Advancement Office   Supported overall department data needs including tech support; assisted with special projects for alumni and development campaigns.   * Created and implemented several policies and procedures for data integrity and other departmental including Data Entry Standards manual, Gift Processing manual, Database glossary, Reporting Standards, and a High-Volume Gift plan. * Prepared reports for the Vice President and Office of the President. * Served as the liaison and technical support for both the Alumni Relations and Development team, and distributed communications for Institutional Advancement projects. * Committee member for OIA Commencement team.   2014 – Feb. 2017  **J/L**  ***Advancement Services/Alumni Relations Coordinator • Tougaloo College***   * Developed and maintained a matching gift program for donors to meet department objectives. * Oversaw the production of tax-deductible year-end giving statements to donors. * Managed annual audit reports of all contributions within a fiscal year, communicating with CFO and auditors. * Prepared and sent acknowledgments and correspondence to donors, responding to and addressing donor concerns on an as needed basis. * Increased professional and personal development and skills in areas of non-profit administration, advancement services and higher education. | | | |
|  |
|  | EDUCATION |  | | |
|  |  | | |
|  | **UNIVERSITY OF HOLY CROSS**, New Orleans, LA  Doctor of Executive Leadership, 2023  Dissertation: *A Phenomenological Study Investigating Factors That Motivate Employee Retention at Historically Black Colleges and Universities*  **JACKSON STATE UNIVERSITY**, Jackson, MS  Master of Business Administration (MBA), 2015  **JACKSON STATE UNIVERSITY**, Jackson, MS  Bachelor of Science, 2013 | | | |
|  |  | | | |
|  | MEMBERSHIPS | | |  |
|  |  |
|  | The Council for Advancement and Support of Education (CASE) | | | |
|  |  | | | |
|  | KEY ACHIEVEMENTS | |  | |
|  |  | |
|  | Developed fundraising program and systems for nonprofit organization, raising more than $250,000 within the first 2 quarters.  Submitted over $2 million in proposals in the first year. Secured TSC’s first federal grant, totaling over $325,000.  Developed fundraising policies and procedures for nonprofit organizations and multiple divisions within Institutional Advancement.  Assisted in implementing new matching gift program that led to an increase corporate matching gifts by 50%.  Successfully planned and executed Raiser’s Edge database training. | | | |
| **J/L** | Implemented tailored coaching strategies resulting in a 20% increase in dissertation completion rates, providing personalized guidance and support to doctoral candidates in navigating research methodologies, writing strategies, and academic challenges. | | | |
|  | **REFERENCES** | |  | |
|  |  | |
|  | DR. GLORIA SMITH, Director of Student Support Services  Jackson State University  gloria.j.smith@jsums.edu  (601) 842-6967  MICHAEL M. WILLIAMS, Attorney  Davis, Goss & Williams Law Office  mwilliams@dgwlaw.com  (601) 506-7821  JOANNA KIRBY, Esq., Major and Corporate Gifts Officer  University of New Orleans  jkirbyesq@gmail.com  (917) 331-4256  MARC BARNES, PH.D., CFRE, Sr. Vice President  United Negro College Fund  Marc.barnes@uncf.org  (504) 430-0860  GIA SOUBLET, PH.D., Vice President  United Negro College Fund  grbs7@yahoo.com  (504) 256-1982  RONICKA BRISCOE, PH.D., Chair, Department of Education  University of Holy Cross  rbriscoe@uhcno.edu  (504) 214-3723 | | | |
|  | |  |  | | | |
|  | |  | **SKILLS** | |  | |
|  | |
|  | |  | Ability to Work Under Pressure • Adaptability • Analytical Skills Capacity Building • Creative Problem Solving • Critical thinking and Problem-solving • Database Management • Donor Portfolio Management • Effective Time Management • Events & Event Management • Leadership and Team Management • Fast Learner • Fundraising • Highly Organized • Organizational Sustainability • Relationship Building • Strategic Partnerships | | | |