

CHRIS JACKSON-DENNY

Vice President of Philanthropy

Visionary Capital Builder Revolutionizing Resource Development

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STRATEGICALLY FUELING BRAND VISIBILITY AND IMPACT, ADVANCING \$MM INITIATIVES THROUGH THE POWER OF FINANCIAL RESOURCES.

Ambidextrous leader with impressive 30-year track record of raising marketing success, engaging communities, and managing and growing comprehensive fund development programs. Celebrated for expanding philanthropic reach in the New England region empowering major donor fundraising by building value and focusing on long-term donor retention. Position organizations for success by building infrastructure to sustain and grow budget, implementing efficient reporting systems, and inspiring high-performing growth-focused teams.

EXECUTIVE STRENGTHS

LEADERSHIP • MARKETING • SPECIAL EVENTS PLANNING • NON-PROFIT FUNDRAISING • PHILANTHROPIC COMMUNITY ENGAGEMENT • DIVERSITY, EQUITY, AND INCLUSION • EMPLOYEE ENGAGEMENT • RISK AND COMPLIANCE • BUDGETING AND FINANCIAL REPORTING • FORECASTING • DONOR DEVELOPMENT • RELATIONSHIP MANAGEMENT

- Oversaw Israel Deaconess Hospital-Milton's **Top 100 donor's portfolio**, including Partners Circle's annual contribution to The Generation's Campaign.
- Accomplished **zero-deficiency compliance** for fundraising activities.
- **Garnered 70% engagement** for higher commitment donorship from Wheaton College alumni class.
- **Cultivated 1,000s of authentic relationships** with communities, organizations, and high-net-worth donors, leveraging innate interpersonal strengths to cultivate, solicit, and steward philanthropic support.
- Achieved 100% fundraising goal, raising a minimum \$1M annually.
- Secured \$500K± in major event sponsorships.
- Direct planning for events totaling up to 100K in attendance.
- Generated \$25M in resources, 400% of individual target, for Generation's \$38M expansion and renovation campaign.

CAREER TRAJECTORY

EXECUTIVE DIRECTOR – MOTHERS HELPING MOTHERS • LUTZ, MA • 09/2018 TO PRESENT

Statewide NPO with 50-year record of providing a safe environment and comprehensive support for parents.

Scope: Six Direct Reports | 70 Volunteers | Managed Top 20 Donor List

Recruited to accelerate marketing, strategic planning, and resource development. Maximized fundraising opportunities, training board of directors on game-changing fundraising methodology. Created and implemented annual report, tightening internal controls for financial reporting, auditing, contracts, and grants. Demonstrated fiscally-responsible leadership reducing excess overtime to zero.

- Achieved cumulative **14% engagement boost** for women and single parents group offerings.
- Amplified PHP's sales contracts reaching **17% increase** in less than one fiscal year.
- Raised \$903K to increase PHP's program offerings.
- Realized **15% growth** in "individual gifts" and generated **11% increase** to "in-kind gifts" in less than nine months.

SENIOR HUMAN RESOURCE CONSULTANT | MANAGER, EMPLOYEE ENGAGEMENT NEIGHBORHOOD CAREPLAN • BOSTON, MA • 09/2015 TO 09/2018

NCQA-accredited not-profit health plan with 30-year record of providing coverage to 430K members.

Scope: Engaged 600+ Employees | Instrumental in Two Agile Projects | Planned Seven Corporate Events

Sought after to direct internal marketing, quality improvement, and process enhancement initiatives for five employee and affinity resource groups. Oversaw conception to completion planning and execution of diversity, equity, and inclusion (DEI) training, employee engagement events, and wellness committee initiatives.

- **Delivered captivating content, connecting employees** to company updates, calendars, and social channels.
- **Increased quality enterprise-wide** by revising Quality Interactions Survey and providing cultural competency training for clinicians.

EXECUTIVE DIRECTOR OF DEVELOPMENT AND VOLUNTEER SERVICES

ISRAEL DEACONESS HOSPITAL (FORMERLY MILTON HOSPITAL) • BOSTON, MA • 09/2008 TO 09/2015

Harvard Medical School teaching hospital, Tier I trauma center, 100 Beds, and 350 physicians and employees.

Scope: Four Direct Reports | 262 Indirect Reports | \$9M Top 100 Partner's Circle Portfolio | Served on Five Boards

Rapidly promoted from Development Officer to interim Director of Development in less than one year and reported directly to President/CEO, Development Fund Board, and advisory committees. Optimized annual giving opportunities, collaborating cross-functionally with campaign chairs, executives, physicians, and volunteers.

- **Triggered substantial financial growth**, sustaining \$5M annual fundraising goal.
- **Oversaw and delegated planning for 40 events:** annual galas, golf tournaments, board trainings, and small business marketplace.
- **Designed and installed campaign donor recognition wall** representing \$4.5M in gifts.

EARLY CAREER EXPERIENCE

Development Officer | Milton Hospital – Boston, MA | 2007 to 2008

Leadership Gifts Officer | Boston College – Boston, MA | 2006 to 2007

Public Affairs, Marketing Assistant Manager | The Boston Globe Newspaper – Boston, MA | 1988 to 2005

EDUCATION AND PROFESSIONAL DEVELOPMENT

MASTER OF MANAGEMENT, BUSINESS | SCHOOL COLLEGE – CAMBRIDGE, MA
BACHELOR OF ARTS IN POLITICAL SCIENCE | SCHOOL COLLEGE – NORTON, MA

Administrative Fellowship | Harvard University – Cambridge, MA

Level I Lean Practitioner | Beth Israel Deaconess Medical Center – Boston, MA

Project Management Essentials | The Boston Globe – Boston, MA

The Raiser's Edge 7 Essentials I and II – Blackbaud

MEMBERSHIPS AND BOARDS

- Association for Healthcare Philanthropy
- Association of Fundraising Professionals
- Rotary Int'l / Rotary Club of Milton
- Milton Public Library Foundation
- Tutoring Plus Cambridge
- Bay State Games and Celebrate Milton
- N.E. Association for Healthcare Philanthropy
- Greater Boston Chamber of Commerce
- Lower Mills Merchants Association
- The Coalition of 100 Black Women
- Forbes House Museum
- Women in Development