

### 1206 Ne 29th Street, Ankeny IA 50021

515-450-0677 • stephanie.greiner@dmu.edu

**Summary**

A dynamic, top-performing **fundraiser** with experience in building teams, closing estate gifts, gifts in kind, cash gifts, annual gifts, and blended cash and deferred gifts. Motivational team leader who fosters a positive, collaborative and productive work environment. Exceeded fundraising production goals thirteen years running.

# Areas of Strength

Organizational/time management skills

Leadership skills Volunteer management

Student management Professional management

Partnership building Strategic planning Budget management Data analysis

#### Donor develop1nent/ management

**Professional Experience**

**Chief Development Officer**

Des Moines University July 2012-Present

* Serve as chief fundraiser in collaboration with the President of Des Moines University.
* Ensures that philanthropy and fund development are carried out in keeping with the organization’s values, mission, vision and plans.
* Lead a team of 9 responsible for enhancing alumni engagement by developing comprehensive plans of communication, activities, and programs to enlist all alumni, young and older, as volunteers, advocates and donors of the University.
* Created a major and deferred gift program.
* Serve as leader in planning, implementing, and managing a capitol campaign.
* Created team metrics to guide and motivate team production.
* Increased alumni participation from 4% to 10%.
* Increased fundraising production by 170%.
* Member of Executive Leadership Team.

**Senior Director of Development**

Iowa State University Foundation July 2011- July 2012

* Fundraising production goal of $3-$5 million dollars annually.
* Lead Metrics Committee Task Force.
* Member of Talent and Management Team
* Manage a portfolio of donors with estate giving capacity of $10 million and above.
* Manage gift planning initiatives for College of Liberal Arts and Sciences.
* Manage top prospect initiatives for College of Liberal Arts and Sciences.
* Actively mentor new Iowa State Foundation employees.
* Provide leadership and guidance to 12 of 23 departments in the College of Liberal Arts

#### and Sciences.

* Actively collaborate with ISU Foundation staff to close million dollar gifts and above.

**Director of Development**

Iowa State University Foundation August 2006-2011

* Secured major, deferred, and in kinds gifts, primarily in the range of $ 100,000 to $5 million.
* Exceeded personal fundraising goals each fiscal year of employment.
* Developed and managed a portfolio of 150-175 prospects and donors.
* Personally visited more than 20 prospects per month.
* Participated regularly in strategy discussions with dean and department chairs.
* Staffed College Dean, Department Chairs and University President in donor/prospect calls.
* Provided input and direction with Dean's Advisory Council activities.
* Performed development liaison role and leadership with 12 of 23 departments in the College of Liberal Arts & Sciences.
* Served actively on multiple regional development teams, served as chair for Chicago.

## Associate Director of Development

Iowa State University Foundation July 2005-August 2006

* Developed and executed a plan to solicit gifts of $2,500 or more annually from Iowa State University alumni and friends.
* Secured major, deferred, and in kind gifts primarily in the range of $25,000-$100,000.
* Identified, cultivated, solicited and stewarded a pool of 200+ donors and prospects annually.
* Personally visited 8-20 prospective donors for Iowa State University per month.
* Raised funds for 8 colleges and 5 special programs including: Student Affairs, Iowa State Center, University Museums, Reiman Gardens, and Honors Program.
* Traveled extensively to meet and solicit alumni and friends all over the country.
* Managed travel and expense budget.
* Strategized and executed solicitations with planned giving staff, development staff, and volunteers.

##  Associate Director of Annual Giving Programs/

**Interim Associate Director of Development**

Iowa State University Foundation July 2004-July 2005

* Increased annual fund raising efforts through the call center from $2.8 million to $3.1 million-a total of $800,000 in a 24-month period.
* Increased number of contacts via the cal l center by 60% in a 24-month period.
* Conceptualized/implemented innovative and successful call center strategies.
* Worked collaboratively with direct marketing colleague to effectively communicate to alumni and friends of Iowa State University.
* Managed three special programs including Adopt-A-Band, Graduating Class, and 50th

Reunion Campaigns.

* Collaborated with campus partners, students, and other staff members to successfully raise funds for special programs.
* Managed one full time professional, 8 program assistants, and 120 student fundraisers.
* Responsible for identification, cultivation, solicitation, and stewardship of alumni and friends of University Museums.
* Personally visited 10-12 prospective donors for Iowa State University per month.

## Assistant Director of Annual Giving Programs

Iowa State University Foundation June 2003-July 2004

* Motivated, coached, and managed a staff of 10 program assistants and 120 student
* fundraisers.
* Planned and facilitated program administrator’s team meetings.
* Produced post campaign analysis reports utilized by organization executives.
* Took disciplinary action/termination of personnel when circumstances arose.
* Directed recruiting program to successfully fulfill attendance goals.
* Delegated day-to-day activities to all call center staff to meet and exceed set goals.
* Analyzed trends and calling results to assist call center in better maximizing contacts.
* Created the arrangement of teams among the supervising staff.
* Contacted and maintained solid relationships with alumni to better their relationships with Iowa State University.
* Dollars raised were 20% ahead of previous fiscal year ($2.33 million to $2.80 million).
* Number of pledges were 31% ahead of previous fiscal year (16,790 to 22,070).

# EDUCATION

2018 M.S. Iowa State University, Ames, IA: Family Financial Planning

2003 B.A. The University of Iowa, Iowa City, IA: English

# Associations, Organizations & Professional Development

### Association of Fundraising Professionals, Iowa Chapter, Member

### Mid-Iowa Planned Giving Council, Member

### The Institute for Charitable Giving: Seize the Opportunity Training

### The Institute for Charitable Giving: Capitol Campaigns, Training

# Achievements

### Business Record: A Closer Look: A Local Leader You Should Know: 2016

### The Chronicle of Philanthropy: 40 Under 40 Rising Young Professionals Award: 2016