

LAUREN DIXSON

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EXPERIENCE

Drake University

Director of Development Services (2015-Current)

- Serves on University Advancement senior leadership team
- Leadership of the following units: Prospect Research/Prospect Management/Data Analytics, Donor Relations, Corporate and Foundation Relations & Development Communications
- Provides high-level strategic planning for campaign preparation with the expectation of entering a \$300M+ campaign in FY2019
- Created Drake University's first comprehensive Donor Relations/Stewardship program at the completion of \$216M **DistinctlyDrake** campaign in 2015
- Direct engagement with eight front-line major gift fundraisers including monthly moves management and portfolio reviews. Responsible for the creation of moves management tracking and gift officer metrics
- Leads monthly prospect strategy meetings with University President and provides strategic counsel on seven-figure gift proposals
- Raiser's Edge expert including NXT and ResearchPoint

Prospect Research Officer (2011-2015)

Iowa State University Foundation

Associate Director of Development Research (2008-2011)

Assistant Director of Development Research (2006-2008)

Development Researcher (2004-2006)

EDUCATION

Iowa State University - Ames, Iowa

Bachelor of Science in History (2004)

Minors in Political Science & Women's Studies

VOLUNTEER POSITIONS

Apra (formerly the Association of Professional Researchers for Advancement)

Board of Directors 2013-2017

- *Treasurer 2016-2017*
- *Secretary 2015-2016*

Conference Chair, Apra International Annual Conference 2013

Roundtables Coordinator, Apra International Annual Conference 2012

Curriculum Planning Committee member, Apra International Annual Conference 2011

Apra, Great Plains Chapter

President, Board of Directors (2010-2012)

Conference & Events Chair, Board of Directors (2007-2010)

Margaret Sloss Women's Center, Iowa State University

Chair, Margaret Sloss Women's Center Advisory Board (2010)

Fundraising Chair, Margaret Sloss Women's Center Advisory Board (2008-2010)

Industry Conference Speaking Engagements

- ☐ *CASE Donor Relations Conference 2018*
- ☐ *Apra Prospect Development 2017, 2016, 2015, 2014*
- ☐ *Apra Minnesota Annual Conference, keynote, 2015*
- ☐ *AFP Central Iowa 2014 & 2015*
- ☐ *CASE District V 2014*
- ☐ *CASE District VI 2010*
- ☐ *Big 12 Development Conference 2010*

Court Appointed Special Advocates for Children (CASA)

- ☐ Court-appointed advocate for abused & neglected children in Polk County (2017-Current)

TRAINING**Apra**

- Numerous conferences attended
- Leadership/Board training through Apra's strategic association partner, SmithBucklin

CASE (Council for Advancement and Support of Education)

- Numerous conferences attended

Plus Delta Partners

- Observer and coach for major gift fundraising team development

Rita Perea Enterprises – Des Moines, Iowa

Leadership Coaching

- Management training & career development

Dan Schneider Consulting

Leadership coaching & communications training

CONSULTING WORK

Funding Solutions (2015-Current)

- Prospect Research/biographical data/strategy

REFERENCES

Readily available by request