

Jasper Hogan

Development Director, Fundraising

📞 (717) 555-6318 ✉️ jasper.hogan@example.com

🌐 linkedin.com/example/jasperhogan 📍 Lancaster, PA 17603

STRENGTHS

- 👤 **Executive donor care**
Discovery meetings, clear proposals, and steady follow up helped senior leaders feel informed and valued.
- 👥 **Volunteer leadership**
Cabinet members gained practical direction through shared milestones, thoughtful coaching, and dependable stewardship.
- 📅 **Event coordination**
Luncheons and auctions ran smoothly through early planning, partner alignment, and calm attention on event day.
- 🔄 **Pipeline discipline**
Next action planning kept prospects moving, and colleagues relied on clear updates during busy campaigns.
- ♥️ **Mission focused outreach**
Research connected companies with health priorities, giving conversations a more personal and credible purpose.

SKILLS

Corporate Sponsorship

Individual Giving

Fundraising Campaigns

Donor Cultivation

C Suite Engagement

Prospect Research

Pipeline Management

Proposal Development

Volunteer Leadership

Executive Volunteer Engagement

Event Planning Benefit Auctions

Giving Societies

SUMMARY

Fundraising and development leader with seven years of experience building corporate sponsorships, **individual giving** programs, health campaigns, and signature events. Leads donor pipelines from research through solicitation, renewal, and stewardship, with direct experience engaging executives, **corporate partners**, volunteers, committees, and **community networks**. Creates sponsorship proposals, presentations, benefit packages, auction offerings, campaign materials, and donor communications that connect financial support with mission outcomes. Coordinates internal teams, communications partners, vendors, and volunteer leaders across luncheon events, breakfasts, recognition gatherings, giving societies, and auctions. Brings practical experience in field based development, frequent local travel, **Microsoft Office**, prospect management, revenue forecasting, and relationship centered fundraising. Motivated by meaningful community health work and ready to contribute disciplined planning, thoughtful collaboration, and donor care that supports sustainable revenue growth.

EXPERIENCE

Senior Development Manager, Health Fundraising

Keystone Community Health Fund 📅 January 2024 - Present 📍 Lancaster, PA

Lead corporate and individual fundraising for two annual health access campaigns, signature events, volunteer leadership, **donor stewardship**, auction execution, and pipeline forecasting across a broad regional network.

- Led two health campaigns across 90 companies, executives, and major **individual donors**, strengthening revenue visibility.
- Cultivated C Suite sponsors through discovery meetings, **proposals**, benefit packages, and year round stewardship.
- Directed luncheon events with operations, communications, vendors, and volunteer leaders, creating a smooth donor experience.
- Recruited an executive volunteer cabinet and committees, aligning assignments with campaign milestones and solicitation needs.
- Oversaw **benefit auction** item solicitation, **package development**, and event execution with engaged community volunteers.
- Maintained donor pipelines in Microsoft Office and **fundraising** systems, supporting next actions and revenue forecasts.

Development Manager, Corporate Giving

Susquehanna Family Wellness 📅 March 2021 - December 2023 📍 York, PA Foundation

Managed **corporate sponsors**, individual donors, giving society growth, **fundraising events**, auction volunteers, and campaign tracking for family wellness programs.

- Managed sponsor and **donor relationships** from prospecting through renewal, connecting support with family wellness outcomes.
- Built senior leader relationships through frequent meetings and proposals that clarified program value and sponsorship benefits.
- Planned breakfasts, recognition gatherings, and member events with program, communications, venue, and volunteer partners.
- Expanded a leadership giving circle through research, personal outreach, stewardship, and recurring engagement events.
- Chaired auction preparation, organizing solicitations, package descriptions, acknowledgments, and event day coordination.
- Tracked proposals, commitments, follow up, and pipeline status in **Microsoft Office** workflows for reliable campaign visibility.

Community Networks

Revenue Forecasting

LANGUAGES

English Native

Spanish Intermediate

MY CAREER



● Senior Development Manager, Health Fundraising at Keystone Community Health Fund (2.8 Years)

● Development Manager, Corporate Giving at Susquehanna Family Wellness Foundation (2.8 Years)

● Development Coordinator, Community Health at Central Pennsylvania Youth Health Network (1.6 Years)

Development Coordinator, Community Health

Central Pennsylvania Youth Health Network 📅 July 2019 - February 2021 📍 Harrisburg, PA

Supported sponsorship, individual giving, **prospect research**, donor communications, volunteer coordination, and event logistics for community health programs in Central Pennsylvania.

- Supported corporate sponsorship and **individual giving**, keeping prospect records current for community health campaigns.
- Drafted proposals, **presentations**, acknowledgments, and meeting briefs that prepared leaders for donor conversations.
- Coordinated event logistics for **corporate partners**, community supporters, volunteers, and internal program teams.
- Recruited and scheduled event volunteers, providing role instructions and timely event communications.
- Researched regional companies and **community networks**, identifying prospects aligned with youth health programs.
- Maintained campaign trackers in **Microsoft Office**, organizing solicitation activity, updates, and donor materials.

PROJECTS

Regional Health Campaign Revenue Program 📅 2024

Coordinated corporate sponsorship, individual giving, executive volunteers, luncheon planning, auction packages, and donor stewardship across two annual health campaigns.

Leadership Giving Circle Growth Initiative 📅 2023

Expanded recurring engagement for an individual giving society through prospect research, personal outreach, recognition gatherings, and member focused events.

LEADERSHIP & AWARDS

- Certified Fund Raising Executive recognition, earned 2025.
- Volunteer Fundraising Mentor, Central Pennsylvania Nonprofit Network.
- Committee Member, Regional Corporate Giving Roundtable.

EDUCATION

Bachelor's Degree in Communication Studies

Pennsylvania State University 🎓 GPA: 0 📅 2019 📍 University Park, PA

Coursework: *Public speaking, organizational communication, interpersonal communication, persuasive messaging*

CERTIFICATIONS

- Certified Fund Raising Executive 📅 2025
- Microsoft Office Proficiency 📅 2024

TECHNICAL SKILLS

- **Microsoft Office:** Microsoft Word, Microsoft Excel, Microsoft PowerPoint
- **Fundraising Systems:** Donor records, pipeline tracking, revenue forecasting
- **Prospect Research:** Corporate research, donor research, community mapping
- **Proposal Development:** Sponsorship proposals, presentations, benefit packages
- **Donor Stewardship:** Renewal planning, acknowledgments, recognition gatherings
- **Event Management:** Luncheon events, fundraising breakfasts, donor receptions
- **Auction Management:** Item solicitation, package development, auction execution
- **Volunteer Management:** Executive cabinets, committees, event volunteers
- **Corporate Relations:** Corporate sponsors, C Suite leaders, business networks
- **Individual Giving:** Leadership giving, recurring engagement, donor appeals
- **Campaign Communications:** Campaign materials, donor communications, presentation briefs
- **Revenue Operations:** Pipeline status, commitments, follow up
- **Community Engagement:** Community networks, health partners, local meetings

- **Sales Methods:** Discovery meetings, cultivation, solicitation
- **Travel Operations:** Local donor meetings, regional travel, event logistics

PROFESSIONAL AFFILIATIONS

- Central Pennsylvania Nonprofit Network, volunteer fundraising mentor.
- Regional Corporate Giving Roundtable, committee member.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST