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President/Consultant
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Guarantee to Organizations I Serve

- ✓ Build better relationships with your constituents
- ✓ Communicate with more constituents at lower cost
- ✓ Identify your best prospects
- ✓ Build on current donation base
- ✓ Become more accountable to your donors
- ✓ Significantly enhance advocacy of your organization
- ✓ Raise more money
- ✓ Save time for everyone in your organization
- ✓ Reduce administrative costs

Qualification Summary

- ◆ Several years of experience with Raiser's Edge and Financial Edge (version 6 and 7).
- ◆ Several years of experience with Sales Force Software-As-A-Service and other Customer Relationship Management software.
- ◆ Software development background allows me to easily bring back office data to web (e.g. membership directory, on-line giving, call centre application, etc.).
- ◆ eCommunication and data management skills put St. Lawrence College ahead of all other Ontario Colleges in advocacy campaign (more than 200% over target based on enrollment).
- ◆ Considerable experience with analytics and custom model development to assist in prioritizing fundraising prospects and graduate ambassadors.
- ◆ Technical lead in making St. Lawrence College winner Trillium Award 2004/2005 for best electronic newsletter/communication to an external audience.
- ◆ Premiere Award Nominee 2003 for my work as Database Administrator, Alumni & Development, St. Lawrence College.
- ◆ Many years of experience in managing student awards programs to ensure significant increases in applications received and major decreases in time needed to administer program.
- ◆ Through my work with RESolutionsTECH Inc., have assisted many organizations implement, upgrade, improve, and clean-up the fundraising/relationship management information system they currently have in place.
- ◆ Expert skills in the area of social networks including FaceBook, LinkedIn, Ning, MySpace, Twitter, YouTube, etc.
- ◆ While at St. Lawrence College managed in excess of 70,000 constituent records with Canada Post return rate less than 1.25%.
- ◆ Developed, implemented and succeeded in setting database structure to support multiple fundraising campaigns (\$10 thousand to \$200 million) and events (golf, gala dinners, etc.).

- ◆ Highly adaptable, performance oriented individual with excellent team skills and the ability to work independently.

Education

Computer Engineering Technology Software Developer
Three year diploma - St. Lawrence College, Kingston, Ontario

Blackbaud Training/Conferences

I attend at least two conferences a year to remain current on new and future product lines (e.g. Toronto and Charleston Conference on Philanthropy).

Related Work Experience

Consultant and President

2004 - Present, RESolutionsTECH Inc.

- ◆ Consult non-profit organizations on how to make better use of their information system.
- ◆ Data clean-up, maintenance, and set-up.
- ◆ Training of staff.
- ◆ Diagnostics and repair of current systems.
- ◆ Assisting organizations of all sizes raise more money and spend less doing so using technology.

Database Administrator - Alumni & Development

2000 - 2006, St. Lawrence College, Kingston, Ontario

- ◆ Setup and Administer Raiser's Edge 7.7/Financial Edge 7.4 information systems with in excess of 70,000 constituent records and 600 funds/projects.
- ◆ Developed and administer SQL Server and Access based web applications such as on-line giving, alumni update, alumni web directory, awards application, call centre application, etc.
- ◆ Developed and implemented database structure for multiple campaigns to permit simple gift entry and detailed reporting.
- ◆ Enhanced appeal process to track the success of different techniques to improve efficiencies.
- ◆ Participate in fundraising strategies, and planning sessions as part of the advancement team.
- ◆ Develop queries, export data, and generate high volume reporting for use with multiple campaigns. Information is provided under tight timelines.
- ◆ Manipulate/Clean data using personally developed software, SQL Server, Microsoft Access, Microsoft Excel, Word, and Crystal Reports.
- ◆ Remain current on all CRA guidelines for charities and update receipts and reporting accordingly.

Software Developer - Research and Development

Summer of 2001 - Hummingbird Inc.

- ◆ Developed web based software application to allow users with little to no experience create web based forms/questionnaires.
- ◆ Developed web based library application to allow users to search and sign out company books and software.

Philanthropy

Volunteer

2006 - 2007, Almost Home

- ◆ Implementing new donor management system for them called Income Manager.
- ◆ Training of all staff.
- ◆ Ensure optimal use to raise more money and spend less doing so.

National Philanthropy Day Chair/Board Member - Volunteer

2003 - 2007, AFP Southeastern Ontario Chapter

- ◆ One of the founding Board Members of Chapter.
- ◆ More than doubled membership in one year.
- ◆ Webmaster and eCommunication Specialist.

General and Executive Member - Volunteer

2002 - 2005, Kinsmen Club of Kingston

- ◆ Treasurer/Organizing Committee member for two Dream Home Lottery Draws with \$400,000 budget.
- ◆ Treasurer/Co-Chair for Kinsmen Broadway Show with \$75,000 budget.
- ◆ Webmaster and eCommunication Specialist for event promotions.

Awards

- ◆ Premiere Award Nominee 2003
- ◆ Trillium Award 2004/2005

References

Available upon request.