

***Kris White, J.D., CFRE***

105 Windsor Drive • Swedesboro, NJ 08085 • KrisWhite85@gmail.com • (513) 310-7557

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**PROFESSIONAL EXPERIENCE**

**Compass Working Capital, Philadelphia, PA**

Beginning September 2021

*Director of Development*

- Lead planning and execution of two major fundraising appeals
- Manage a portfolio of individual donors and prospects
- Qualify donors and assign to members of the Development team and CEO
- Lead and support local Advisory Board
- Manage relationships between local and national corporations and foundations
- Produce high-quality proposals and reports
- Facilitate Development team meetings to support team learning and coordination of workflows
- Plan and execute cultivation and fundraising events

**William Way Community Center, Philadelphia, PA**

April 2019-September 2021

*Director of Individual Giving*

- Provide analysis and strategy to the Executive Director to determine which donors are best aligned with supporting William Way
- Develop and execute plans to engage and upgrade donors through face-to-face visits, special appeals and campaigns
- Manage a portfolio of donors and lead all stages of engagement
- Collaborate with other staff and volunteers on rating, solicitation and stewardship strategies
- Manage the Major Gifts Fundraising Committee to ensure fundraising goals are met
- Responsible for a continuing donor acknowledgment process, including appreciation and recognition
- Furnish regular reports to management, staff and Board on the success of fundraising
- Manage and maintain the donor database and donor record keeping process to ensure accuracy and efficiency
- Manage and oversee Board Relations and Board Giving to meet budget goals

**Broad Street Ministry, Philadelphia, PA**

August 2016-April 2019

*Development Manager*

- Managed the creation, budget and implementation of a peer-to-peer fundraising model
- Recruited and provided support to third-party event organizers and peer-to-peer fundraisers
- Investigated, selected, and oversaw the online fundraising platform
- Assisted in management of special events from large-scale fundraisers to smaller events
- Assisted in management of direct mail program
- Developed content for newsletter, social media, and other outlets that appeal to individual prospects and donors
- Identified, cultivated, solicited, and stewarded donors and prospect relationships
- Managed a portfolio of donors and cultivate them through monthly engagement activities

**Philadelphia Education Fund, Philadelphia, PA**

February 2015-August 2016

*Development Manager*

- Organized and executed United Way workplace Giving Campaign
- Supervised development interns
- Conducted grant research through Foundation Maps, Pennsylvania Foundations Online and Foundation Directory Online
- Conducted grant writing and tracking of proposals
- Conducted individual donor research through Wealth Engine and supported donor cultivation strategies and stewardship
- Planned and coordinated three major fundraising events, including logistics, fundraising, and volunteer management
- Managed donor database and ensured donor and financial records were in compliance with department standards

**YouthBuild Philadelphia Charter School, Philadelphia, PA**

March 2014-February 2015

*Individual Giving Coordinator*

- Supported Executive Director and Director of Development in creating and implementing fundraising strategies
- Managed donor database and files of donors, partners and volunteers
- Developed and oversaw a timely gift acknowledgment program to ensure high level stewardship to donors
- Created gift processing and gift acknowledgment policies for Development Department
- Planned and steered donor stewardship, including thank you phone calls, personal hand written notes, and coordinated stewardship strategies with the Executive Director
- Planned and executed all fundraising events, including managing logistics, in-kind donation requests, communications, and sponsorships
- Coordinated and executed individual fundraising efforts, including the organization's annual giving campaign and online giving campaigns
- Represented the organization at social and networking events to potential donors, partners and volunteers

**Food Allergy Research & Education, Dallas, TX**

January 2013-March 2014

*Regional Development Coordinator-Southwest Region*

- Traveled throughout the region to meet with volunteers, event Chairs, and donors
- Managed mailings to donors including introductory letters, thank you letters, and invitations
- Conducted research to identify and solicit potential sponsors for events
- Managed Blackbaud Sphere and Raiser's Edge to manage donor and financial record keeping
- Planned and executed all logistics pertaining to assigned events, including site identification, venue fees, insurance coverage and other activities
- Recruited new participants for fundraising events through outreach, networking and marketing
- Supported, built and managed volunteer leadership committees and Chairs for fundraising events to maximize revenue goals

**EDUCATION & PROFESSIONAL DEVELOPMENT**

**Morehouse College, Atlanta, GA**  
*Bachelor of Arts in Psychology, 2008*  
*Magna Cum Laude, Phi Beta Kappa*

**LaSalle University, Philadelphia, PA**  
*Certificate in Fundraising, 2016*

**Certified Fundraising Executive International**  
*CFRE, Certified 2021*

**Benevon Advanced Sustainability Workshops**  
*Team Lead & Participant (2019-2021)*

**LaSalle University, Philadelphia, PA**  
*Certificate in Non-Profit Management, (In Progress)*

**Leadership Philadelphia, Philadelphia, PA**  
*Core Program (Accepted into 2022 Cohort)*