

Robert W. Raney, CFRE

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Summary

I have been a professional fundraiser since 1999 and a certified fundraising executive (CFRE) since December 2007. As a fundraiser, I have raised funds for a private Christian high school, a private Christian university, and most recently, for a ministry that helps meet the physical, educational, and spiritual needs of disadvantaged children.

I would like to continue fundraising to help others find a relationship with Jesus.

Strength Finder Strengths

- Adaptability
- Empathy
- Positivity
- Harmony
- WOO (Winning Others Over)

Skills

- Excellent verbal and written communication skills
- Strong interpersonal and analytical skills
- Creative visionary
- Word, Excel, and PowerPoint
- Detail oriented
- Raiser's Edge

Experience

Child Impact International | Ooltewah, TN

VP for Donor Relations	Sept 2016 – May 2018	Increased revenue by over \$200,000 in first year
<ul style="list-style-type: none">• All major gifts fundraising<ul style="list-style-type: none">○ Stewarded donors through letter, phone, and personal visits○ Prepared and presented donor proposals○ Presented planned giving options	<ul style="list-style-type: none">• All annual fund tasks<ul style="list-style-type: none">○ Coordinated news/appeal letters schedule○ Wrote appeal letters○ Wrote and edited newsletter• Group presentations	

Southern Adventist University | Collegedale, TN Chattanooga Public Radio

Relationship Manager	Nov 2013 – Sept 2016	Increased revenue by \$260,000 from 2013 to 2015
<ul style="list-style-type: none">• Started major gift matching program• Increased donors and donations• Stewarded donors• Prepared and presented donor proposals• Directed on-air member drive• Explored new underwriting options	<ul style="list-style-type: none">• Serviced existing underwriters• Wrote appeal letters• Edited website• Emailed constituents• Made group presentations	

Advancement Office

Major Gift Officer	Jun 2008 – Nov 2013	Helped complete a \$14M capital campaign
<ul style="list-style-type: none">• Performed donor research• Made donor visits• Prepared and presented donor proposals	<ul style="list-style-type: none">• Stewarded donors• Conducted Alumni Chapter Events• Ran annual golf tournament	

Director of Development	Nov 2003 – Jun 2008	Increased revenue by \$1.4M 2002 to 2008
<ul style="list-style-type: none">• Managed development office• Oversaw annual fund program• Oversaw major gifts program• Helped reactivate stalled capital campaign• Initiated a moves management program	<ul style="list-style-type: none">• Made donor visits• Prepared and presented donor proposals• Stewarded donors• Reported at Alumni Chapter events	

Education

Southern New Hampshire University, Manchester, NH

Bachelor of Science – Business / Human Resource Management

June 1994