

Diane Whitmore

Chief Development Officer

Chief Development Officer with 15 years in fundraising for national nonprofits, leading a \$48M development program with 22 staff. Sets fundraising strategy across major gifts, foundations, corporate partners and capital campaigns, and partners with the CEO and board. Brings financial acumen, public speaking and media relations to every ask.

✉ diane.whitmore@email.com
☎ (202) 555-0105
📍 Washington, DC
🌐 [linkedin.com/in/dianewhitmore](https://www.linkedin.com/in/dianewhitmore)

Experience

Chief Development Officer

National Alliance for Youth Literacy • Washington, DC

01/2021 - Present

National education nonprofit with programs in 40 states and a \$70M budget.

- Lead **22** development staff and grew contributed revenue from \$31M to \$48M in 5 years.
- Direct a \$120M capital campaign, now at \$104M, with 3 gifts of \$10M or more.
- Build the fundraising strategy and \$4M budget with the CEO, CFO and 24-member board.
- Represent the organization in public speaking at 15 events a year and in media relations with 2 national outlets.

Vice President of Development

Potomac Health Equity Fund • Arlington, VA

06/2016 - 12/2020

Health equity nonprofit with a \$25M budget.

- Raised \$18M a year from foundations, corporations and major donors.
- Moved 12,000 donor records to Salesforce and rebuilt gift reporting.
- Secured 4 corporate partnerships worth \$6M over 3 years.

Director of Major Gifts

Chesapeake Arts Council • Baltimore, MD • 06/2011 - 05/2016

Regional arts funder.

- Managed 100 major donors and raised \$2.5M a year.
- Coached 3 gift officers on donor visits and proposals.
- Launched a donor circle of 60 members giving \$5,000 or more.

Skills

Fundraising
Fundraising Strategy
Capital Campaigns
Major Gifts , Board Relations
Financial Acumen
Public Speaking
Media Relations , Salesforce
Leadership

Education

Master of Business Administration

Georgetown University

Washington, DC

05/2011

Nonprofit Management

Certificates

Certified Fund Raising Executive (CFRE)

CFRE International • 10/2015