

Benjamin Asher

Director of Development

Director of Development with 12 years in fundraising for environmental and conservation nonprofits, leading a \$9M program for a statewide land trust. Builds major gifts, grants and board relations, ran a \$25M capital campaign, and keeps donor data in Salesforce with strict confidentiality. Leads a team of 6 with clear leadership skills.

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EXPERIENCE

Director of Development

05/2020 - Present

Carolina Land and Water Trust

Raleigh, NC

Statewide land trust protecting 140,000 acres with a \$14M budget.

- Lead a 6-person team and grew annual revenue from \$5.2M to \$9M in 5 years.
- Direct a \$25M capital campaign that closed 9 months early with 32 gifts of \$100,000 or more.
- Manage a portfolio of 60 major gifts donors and coach 14 board members on asks.
- Report monthly Salesforce and Excel results to the executive director and finance committee.

Associate Director of Development

06/2016 - 04/2020

Blue Ridge Conservation Alliance

Asheville, NC

Regional conservation nonprofit with a \$4M budget.

- Raised \$1.4M a year from 85 major donors and family foundations.
- Wrote 15 grant proposals a year, securing \$700K from state and foundation funders.
- Built a planned giving society that grew from 12 to 75 members.

Development Officer

06/2014 - 05/2016

Triangle Nature Center

Durham, NC

Nature education nonprofit.

- Managed 150 mid-level donors and raised \$350K a year.
- Planned 3 donor field trips a year with 120 guests each.
- Wrote 40 donor impact reports a year for gifts above \$1,000.



SKILLS

Fundraising
Major Gifts
Capital Campaigns
Board Relations
Grant Writing
Planned Giving
Salesforce
Excel
Leadership Skills
Confidentiality



EDUCATION

Bachelor of Science

05/2014

North Carolina State University

Raleigh, NC

Environmental Science



CERTIFICATES

Certified Fund Raising Executive (CFRE)

02/2019

CFRE International