

JESSE COWLING

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PROFESSIONAL SUMMARY

Development professional with nearly two decades of corporate, foundation, and individual fundraising and donor relations experience. Highly organized and detail-oriented fundraiser adept at passionately communicating an institution's objectives and building a compelling case for support. Builds lasting relationships with colleagues, donors, and the philanthropic community.

EXPERIENCE

Director of Foundation Relations | EDUCATION REFORM NOW **May 2022 - Current**

- Grows a portfolio of institutional and family foundation funders, raising over \$5 million annually
- Actively builds and strengthens relationships with funders and secures an increasing level of support for the organization's priorities as a frontline fundraiser
- Devises an annual strategic plan to steward current foundation donors to renew and increase support

Interim VP of Development | EDUCATION REFORM NOW **May 2023 - December 2023**

- Served as interim lead of organizational fundraising efforts during a leadership transition, managing a team of two

Consultant | BLACK FOX PHILANTHROPY **August 2021 - Current**

- Contracted advancement and communications specialist for a leading fundraising firm serving international NGOs and domestic nonprofits
- Serves as an extension of a development office for global NGOs in need of contracted communications and institutional giving support, helping them attract significant and sustainable funding so they can affect deep and lasting social change

Principal Consultant | COWLING CONSULTING **September 2016 - Current**

- Launched a nonprofit fundraising and strategy company, providing customized development and project management support to nonprofits in New York, DC, Baltimore, and beyond
- Supports nonprofits of varying sizes and missions with development planning and strategy, collateral development, funder research and grantwriting, and special project support

Donor Services Officer | BALTIMORE COMMUNITY FOUNDATION **November 2011 - September 2016**

- Raised over \$5 million for a permanent civic endowment for Baltimore
- Strengthened organization's relationships with donors, prospective donors, and the professional advisor community to build assets of the Community Foundation
- Managed a portfolio of prospects and existing fundholders for cultivation and engagement with a goal of encouraging additions to funds, support of the Community Foundation and its grantmaking, and the development of legacy gifts
- Worked in partnership with program staff to develop philanthropic strategies for multigenerational families and corporations

Campaign Manager | BALTIMORE COMMUNITY FOUNDATION

January 2015 - December 2015

- During period of capital campaign, managed strategy and implementation of campaign fundholder giving, raising over \$8 million towards \$50 million goal
- Managed campaign volunteers, providing strategies and solicitation goals for each prospect

Campaign Gifts Officer | POLYTECHNIC SCHOOL

June 2008 - August 2011

- Qualified, cultivated, solicited, and stewarded major gift prospects to support the objectives of the capital campaign, raising over \$22.5 million towards \$93 million goal
- Managed Major Gifts Committee and phone-mail efforts, drafting briefings, letters, proposals, and other written pieces as needed, including gift proposals to local foundations
- Managed campaign budget and oversaw campaign administrative duties as performed by two direct reports, including prospect management system, staff and volunteer contact reports, donor data, campaign and reports

Development + Special Events Associate | NYC POLICE FOUNDATION

January 2007 - June 2008

- Planned and implemented special events such as Annual Gala, Annual Outing and Cocktail Receptions
- Managed donor prospect research and crafted gift proposals and stewardship letters
- Assisted in planning and design of new website and served as liaison between graphic designers and Foundation

EDUCATION

Master of Arts (M.A.) - Cinema Studies

New York University, New York

Bachelor of Arts (B.A.) - Film and Rhetoric Studies

Whitman College, Washington