

Sean Patrick Campbell

QUALIFICATIONS

Dynamic advancement professional with 18 years of experience leading fundraising campaigns and teams; managing relationships with high-level individual and corporate donors and foundations; conducting corporate community and government relations; developing sustainable organizational structures; and managing programs, personnel, and boards.

CAREER EXPERIENCE

University of Chicago Medicine

Dec. 2011—Present

Managing Director, Medicine & Biological Sciences Development | July 2012—Present

- Promoted to oversee the planning and execution of a \$150M campaign to support the University's academic and training programs in the biological sciences and medicine, the Kovler Diabetes Center, numerous sections in the Dept. of Medicine, and the Urban Health Initiative. \$100M to goal.
- Manage a team of 12 that includes six frontline fundraisers.
- Partner with Alumni Relations to execute signature programs and events for MD and PhD alumni.
- Retain all responsibilities of the Senior DOD (below).

Senior Director of Development, Medicine & Biological Sciences Development | Dec. 2011—June 2012

- Developed and executed fundraising strategies to raise six- and seven-figure gifts for the Pritzker School of Medicine, the Division of the Biological Sciences, and the Medical Center.
- Worked with the dean, section chiefs, faculty, and trustees to solicit prospects and drive fundraising.
- Managed a portfolio of individual major- and principal-gifts prospects.
- Served on several department-wide management teams.

University of Chicago

Sep. 2007—Nov. 2011

Interim Director of Development, Becker Friedman Institute for Economic Research | May 2011—Nov. 2011

- Created the fundraising plan for a \$100M+ campaign to build the Institute's endowment and a new building, and oversaw major events launching the Institute to key stakeholders around the country.
- Staffed the Institute's associated deans, faculty, and senior administration to plan and execute fundraising goals and recruit a Board of Overseers.
- Managed a portfolio of individual major- and principal-gifts prospects.

Senior Director of Development, Midwest/Southern Regional Office | Sep. 2007—May 2011

- Managed development and alumni relations programs in 26 states, a staff of 10, and a \$350,000 budget.
- Led solicitation and program planning. Managed a portfolio of individual major-gifts prospects.
- Member of the AVP's senior management team, the VP's University-wide Planning Group, and the department's University-wide Prospect Management Policy Committee.

Bates College, Lewiston, Maine

Jan. 1998—Aug. 2007

Director of Leadership Giving and Donor Programs | July 2006—Aug. 2007

- Managed 15 staff, including five fundraisers.
- Added the donor stewardship program and special projects fundraising to my portfolio.
- Retained all responsibilities of the Director of Leadership Giving (below).

Director of Leadership Giving | Jan. 2004 – June 2006

- Led the major gifts team through the last half of a six-year, \$120 million campaign.
- Doubled the number and size of solicitations and closed gifts.
- Managed a portfolio of 150 major-gift prospects around the country.
- Staffed the president and trustees for donor meetings and events.
- Created and executed the division's annual work plan, and administrative policies and procedures.
- Managed daily operations, a \$100,000 annual budget, and staff of six, including four fundraisers.
- Reported to the Vice President for Advancement and served on the senior management team.

Leadership Giving Officer | Jan. 2000 – Jan. 2004

- Managed an assigned portfolio of 200+ major-gifts prospects around the country.
- Created and executed sophisticated solicitation strategies, closed six-figure gifts, and staffed senior administrators and trustees for donor meetings.

Director of the Parents Fund | Jan. 1998 – Dec. 1999

- Raised more than \$400,000 per year from parents of alumni and students.
- Recruited and trained a 25-member committee of volunteer solicitors and ambassadors.
- Conducted individual solicitations, wrote all fundraising and marketing pieces, and developed and executed cultivation and stewardship events around the country.

Independent consultant for fundraising, political, and public-relations clients in Maine:

The Public Affairs Group, L.L.C. | 1996 – 1998

- Coordinated statewide public hearings for clients, including a billion-dollar energy project.
- Designed and produced media kits, managed speakers bureaus, and wrote media releases and articles.
- Coordinated press conferences and served as background press liaison.

Citizens Public Health Referendum Campaign | 1996

- Managed a successful public-health referendum; garnered 65% voter approval.
- Recruited and prepared testimonial speakers for state-mandated public hearings in 10 municipalities.
- Developed an advocacy coalition of 150 influential individuals, business, and organizations.

Citizens to Keep Maine Competitive Referendum Campaign | 1995

- Managed a finance committee of corporate, civic, and political leaders from across the state.
- Identified a donor pool, created the solicitation database, and designed/wrote all fundraising pieces.

State Senate Campaigns | 1994

- Created campaign organizations and wrote press pieces for candidates in 11 races across the state.
- Managed finance committees of private-sector executives and community leaders across the state.

EDUCATION

B.A., Journalism and Communications, 1994. University of Maine.

TECHNOLOGY SKILLS

Highly proficient in data-management software, including Advance, FileMaker Pro, and numerous other applications that drive and measure fundraising productivity and reporting.