

# MARK PANKEY

📍 2834 Hannon Hill Drive, Tallahassee, Florida 32309 ☎ 850.661.8230 ✉ mpankey@hotmail.com

## NON-PROFIT FUNDRAISING

### QUALIFICATIONS PROFILE

Accomplished, performance-focused, and highly analytical professional with extensive experience in fundraising, cost center budget development and management, and public relations. Expert at securing outright, pledged, and deferred gifts; formulating and implementing fundraising plans; as well as managing development operations and activities. Effective leader, adept at utilizing out-of-the box approaches in supervising and motivating development officers. Known for problem-solving and critical thinking skills in evaluating issues, formulating strategic action plans, and resolving complex situations. Armed with relationship-building skills to foster strong partnerships and coordination among senior leaders, staff, donors, and other individuals. Technically proficient with Microsoft Office Suite (Word and Excel), Blackbaud Raiser's Edge, and Blackbaud CRM.

### CORE COMPETENCIES

*Philanthropy and Management ~ Solicit and Close Major and Principal Gifts ~ Cross-functional Leadership  
Gift Proposals Development ~ Fundraising and Development Initiatives ~ Capital Campaign*

### PROFESSIONAL EXPERIENCE

*Florida State University Foundation, Tallahassee, FL*

**ASSOCIATE DEAN FOR DEVELOPMENT, College of Business** 2013-2017

- Supervised the college's development operation with emphasis on major gifts fundraising activities
- Travelled nationally to access, cultivate, solicit, and close major gifts making over 150 personal visits annually
- Formulated and introduced major outright and deferred gift proposals as well as developed a plan of action toward the achievement of the business school's \$190M capital campaign goal
- Oversaw multiple volunteer boards within the College of Business, including the Board of Governors, Risk Management and Insurance Executive Council, and Accounting Professional Advisory Board
- **Part of the team that closed the largest gift to the university of over \$100M to create the Jim Moran School of Entrepreneurship**
- **Drove efforts in acquiring more than \$130M outright, pledged, and deferred gifts**
- **Managed four development officers with individual annual goals ranging from \$750K to \$5M for the business school as well as directed all fundraising activities**

**ASSOCIATE DEAN FOR DEVELOPMENT, College of Law**

2010-2013

- Assumed full accountability for the college's development and alumni relations operation that encompassed major gifts fundraising
- Travelled extensively with the dean making more than 175 personal visits annually
- Managed a development officer with an annual goal of \$500K for the law school
- Supervised two College of Law development staff that consisted of an assistant director for development and alumni relations responsible for the annual fund operations and a program assistant in charge of database maintenance and gift processing
- Developed and implemented the plan of action to meet the law school's \$38M capital campaign goal as well as prepared and introduced major gift proposals including outright and deferred
- Provided expert management to the development officers in the Colleges of Social Science, Criminology, Education, and Engineering
- **Played an integral role in obtaining more than \$25M in outright, pledged, and deferred gifts**

**ASSOCIATE VICE PRESIDENT FOR DEVELOPMENT**

2008-2009

- Ensured alignment with the foundation's mission and university's strategic plan of all fundraising and development initiatives of the university's largest academic units
- Managed the overall performance and growth of the assistant vice president for annual giving; development officers in the Colleges of Education, Social Sciences, Law, Criminology, and Engineering; and development officers in the Office of Corporate and Foundation Relations
- Conceptualized and executed fundraising plans that addressed unique initiatives of the individual college, in close collaboration with the colleges and academic programs

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- Synchronized efforts in the identification, cultivation, and solicitation of prospects for the academic programs focusing on prospects worth more than \$100K and above
- Rendered oversight and assistance in the identification of feasibility and type of giving vehicle best suited to the needs of the donor, foundation, and the university
- Examined gift agreements for proper gift documentation and compliance; organized the development, maintenance and monitoring of strategically aligned work plans; and tracked monthly metrics to monitor and report success
- Nurtured a strong, philanthropic, focused, and supportive work environment that conformed with the foundation's operating principles through hands-on management of the staff
- Rendered effectual support to the president's office with strategic planning, cost center budget development and management, and major gift prospect portfolio maintenance

## ASSISTANT VICE PRESIDENT FOR DEVELOPMENT

2007–2008

- Managed the overall performance and growth of regional development officers in the Miami and Tampa offices, development officers in the Colleges of Education, Social Sciences, Law, Criminology, Engineering, Communication and Information; Divisions of Undergraduate Studies; Graduate School; and student affairs
- Coordinated the identification, cultivation, and solicitation of prospects for the academic programs focusing on \$100K and above
- Addressed unique initiatives of the individual colleges through creation and facilitation of broad fundraising plans in close coordination with colleges and academic programs

## Earlier Positions Held:

ASSISTANT DEAN FOR DEVELOPMENT, *College of Law*

DIRECTOR OF DEVELOPMENT, *Colleges of Communication/Information Studies*

DIRECTOR OF SPECIAL GIFTS

## EARLIER CAREER

*Iowa State University Foundation, Ames, IA*

ASSISTANT DIRECTOR OF ANNUAL GIVING

*Illinois Benedictine College, Lisle, IL*

ASSISTANT DIRECTOR OF DEVELOPMENT

*California University of Pennsylvania, California, PA*

DIRECTOR OF ATHLETIC PROMOTIONS

## EDUCATION

**Master of Science in Business Administration** ▪ *California University of Pennsylvania, California, PA*

**Bachelor of Business Administration in Marketing** ▪ *James Madison University, Harrisonburg, VA*

## AWARDS

Multiple Recipient of the Foundation Fundraiser of the Year , *Florida State University*

Silver Award for Adopt-The-Band, *CASE Mid-America District VI*

Bronze Award for Senior Class Challenge, *CASE Mid-America District VI*

Tutti Award, *Iowa State University Alumni Band*