

Jeffrey J. Danaher

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Fundraising & Successes

George Mason University, Fairfax, VA

Associate Director, University Priorities, March 2021 – Present

- Assigned to discover, engage, cultivate and engage Corporate Partners in an effort to solicit and secure \$125M in capital and programmatic support towards the Arlington campus expansion FUSE project.
- In 16 months I have been able to collaboratively secure \$525K in donor support. This support is across multiple divisions and units.
- Central Advancement's liaison for the Presidents Innovation Advisory Board Finance and Nomination subcommittee.
- Have served on three search committees ranging from Assistant Director to Associate Director new hires here at George Mason.

Alfred University, Alfred, NY

Director, Major Gifts, April 2015 – March -2021

- Orchestrate regional alumni outreach incentives founded by way of extensive market research and analysis while promoting an interdisciplinary and immersive approach to philanthropy. Manage stewardship and marketing materials distributed to alumni, families, and friends, with the objective of building a goal driven culture defined by engagement and philanthropy. Most notable achievements include:
 - Increased Saxon Nation booster club membership from 200 to 450 members over 4.5 years.
 - Increased Saxon Nation by 2,400% to \$1.13M.
 - Raised funds necessary to complete five facility upgrades for Athletics totaling \$900,000.
 - Secured two 7 figure gifts and captured four 6 figure gifts since FY18 with two more 7 figure gifts, and one 8 figure gift in the pipeline for FY21/FY22.
 - Procured \$237K in 37 days during Saxon Athletics inaugural Peer-to-Peer campaign.
 - Effectively and efficiently manage four Saxon Nation Board sub-committees: Membership, Finance, Event Planning, and Marketing.
 - Re-wrote current Saxon Nation Board of Directors By-Laws, Policies & Procedures for a more resourcefully and effectively managed Board.
 - Initiated a Student Athlete Thank-a-Thon that has generated 4,000+ thank you notes to donors.
 - Recently coordinated inaugural Athletics Hall of Fame Weekend which was attended by 150+ alumni, family and friends of Alfred University.
 - Organized inaugural Women's Soccer Alumni – College of Business Leadership Symposium.
 - Successfully organized two Executive in Residence programs in collaboration with Alfred University's College of Business leadership and the Career Development Center to further enhance a culture of connectivity amongst alumni and students.
 - Collaboratively organized two LEAD Athletic Panels with Alfred University's Career Development Center, strengthening the leadership development opportunities in our campus community.
 - Appointed the University Advancement Lead for Jericho Hill Athletics Complex Campaign (\$22M), based on athletics management background and prior successful athletics capital project experience.
 - Developed and wrote a campus-wide comprehensive development plan for Jericho Hill Athletics Campaign compelling support both from an athletic alumni vantage point as well as from an Enrollment Management viewpoint concerning recruitment & retention purposes.
 - Reignited a lost regional business development relationship with Ljungstrom/Arvos that will help sustain and enhance the Inamori School of Engineering, New York State College of Ceramics Sculpture Department, and College of Business for many years to come.
 - Diligently worked to cultivate and re-engage 150+ lost alumni relationships.
 - Have served on four search committees ranging from Executive Director to Assistant Director.
 - Former Chair of Alfred University Marlin Miller Outstanding Senior Award Committee.
 - Promoted from Assistant Director University Relations to Director of Major Gifts, June 2017.

Dresser-Rand, Olean, New York

Inside Sales Analyst, January 2013 – March 2015

- Managed transactions in Aftermarket Steam Product orders.
- Provided services in Latin America Region, Asia Pacific Region, and Mid-Atlantic Region.
- Managed Key Accounts of Pemex, Dresser-Rand Global Services, Dresser-Rand Materials Center Dubai, BP, and DuPont.
- ARIBA Network Site Administrator for Exxon and Flint Hills.
- Provided OEM valid Aftermarket Part requests.
- Coordinated work alongside Dresser-Rand Shipping Coordinator to provide clean, efficient, and expedited shipment of orders.
- Organized and monitored the varying components of different departments involved with order.

Northern Lights Candles, Wellsville, New York

Outside Sales Coordinator, March 2010 – April 2012

- Managed day-to-day business affairs of 160 Outside Independent Sales Representatives.
- Executed daily sales operations of Premium Candles & Accessories.
- Notified External Sales Representatives of product availability from raw material warehouse to finished goods warehouse.
- Notified External Sales Representatives team of international shipments via IPSS detail.
- Negotiated with Sales Group Principals and Independent Representatives on contractual and territorial assignments.

Education

SUNY Brockport, Brockport, New York

M.S.E Physical Education/Athletic Administration

Graduated May 2006

SUNY Cortland, Cortland, New York

B.S.E Physical Education/Adaptive Physical Education

Graduated May 1999

Local Community Involvement

Culpeper Youth Basketball Coach, 2021 - Present

- Coach 10U Boys Basketball Culpeper Recreation Department

Culpeper Little League Coach, 2022 - Present

- Coach 10U Minor League Little League Culpeper Recreation Department

Bolivar-Richburg Little League Coach, 2012-2020

- Coached 8U, 10U and 12U Team

Bolivar-Richburg Youth Coach, 2012-2020

- Coach 8U and 10U Indoor and Outdoor Teams.
- Help with fundraising and sponsorship opportunities for teams/league

Boy Scouts of America

Western Gate District Regional Commissioner, 2014-2015

- Oversaw 3 Packs of 50+ Scouts and 45 Adult Leaders.
- Revitalized Packs in Wellsville and Friendship from near termination to self-sustaining.

Cub Master Bolivar-Richburg Pack #739, 2012-2015

- Earned BSA Wood Badge Certification
 - Increased pack membership from 40 to 87 Scouts and Adult Leadership from 8 to 15.
 - Initiated an independent, fully funded 3-day Cub Scout Weekend Camp.
 - Tripled fundraising efforts through parental and community involvement.
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