

# Richard Reeve

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**Development  
Professional**

**Richard Reeve**

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## Summary

Effective leadership of nonprofit and educational organizations spanning more than two decades. Excelling in the design of innovative strategic plans and fostering a spirit of cooperation that translates into donor, client, partner, and community support. Expertise in board relations, governance, major gift solicitation (**including 6, 7, and 8 figure gifts**), annual funds, special events, proposal and grant writing, donor reporting, branding, marketing, public relations, web publishing, social media, analytics, mentoring, and public speaking.

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## Experience

### Waterkeeper Alliance

Global environmental organization committed to ensuring drinkable, fishable, and swimmable water

2022 - 2023, Remote/New York, NY

#### Institutional Giving Officer

- Lead fundraiser for Foundations, Corporations and Governments, maintaining relationships, and responsible for proposals and reporting.
- Providing *Theory of Change* leadership to programs.

### WildLandscapes International

The global wildlife conservation NGO focused on conserving vast landscapes

2020 - 2022, Remote/Buckingham, FL

#### Chief Operations Officer

- Authored development strategies and innovative conservation proposals for HNW individuals and foundations.
- Redesigned website and implemented a blog, pressroom, on-demand store with branded items.
- Designed SEO strategy to improve website traffic resulting in 200% growth year over year.
- Address board communications concerns by launching a private CEO monthly podcast.

## **Panthera**

The global wildlife conservation NGO focused on cats in the wild

2015 - 2020, Remote, New York, NY

### **Senior Director of Development** 2016-2020

- Effectively managed and ensured a robust pipeline for the entire \$12 - \$14 million budget.
- Redesigned organizational global communications to support development needs.
- Increased unrestricted and multi-year giving each year.

### **Senior Development Officer** 2015-2016

- Effectively cultivated a \$2M+ major donor portfolio.
- Realigned major foundations reporting schedule, and provided grant proposal writing and reporting.
- Implemented moves management strategies for donors.

## **Education Plus, Inc.**

A therapeutic boarding school for teens with a range of educational, behavioral, and mental health challenges

2007- 2014, Hancock, NY

Head of School, Allynwood Academy 2013-2014

Director of Development, Education Plus 2010-2013

Executive Director, The Family Foundation 2007-2010

- Raised \$1.5M+ to provide financial aid for student tuition.
- Increased major gift donations by 200%.

## **Catskill Arts Society**

A regional member-based nonprofit arts organization

2005 - 2007, Livingston Manor, NY

### **Executive Director**

- Created a development plan to design and build a community arts center, leveraging over \$500,000 in public and private funding.

## **Education**

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**Wesleyan University** Middletown, Connecticut

Master of Arts Liberal Studies

**Fordham University** New York, New York

Bachelor of Arts

Philosophy and Theater, Double Major