

## Jacqueline Rossow Resume

### Summary

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Passionate philanthropy professional with twenty-five years of demonstrated success working with organizations such as: St. John's University School of Law, Sisters of The Divine Compassion, NYC & Company Foundation and Carnegie Hall.

### Select Gift Highlights

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- **\$125,000** Foundation matching gift: strategy, proposal and gift agreement – 6/19  
Burundi Friends International, JRC
- **\$300,000** - Family Foundation gift: planning, strategy, solicitation & proposal – 8/19  
Burundi Friends International, JRC
- **\$23,000** Corporate gift, research, strategy and proposal – 12/18  
Samuel Lawrence Foundation, JRC
- **\$20,000** Community foundation grant, strategy and proposal 10/20  
La Colonia de Eden Gardens, Inc., JRC
- **\$10,000** Community foundation grant, strategy, proposal and presentation – 9/18  
Samuel Lawrence Foundation, JRC
- **\$10,000** Fortune 500 corporate gift pitch contest, advised and made pitch – 9/18  
City Ballet of San Diego, JRC
- **\$100,000** - Individual gift: planning, strategy and solicitation – 1/16  
Burundi Friends International, JRC
- **\$100,000** – Corporate gift presentation and solicitation to Fortune 500 CEO 3/10  
Sisters of The Divine Compassion

### Skills and Qualifications

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- Highest Integrity and Strong Work Ethic
- Collegial Management Style
- Active Listening • Persuasive Speaking
- Capital, Endowment, and Planned Gifts
- Corporate and Foundation Gifts
- Special Events 1 Million+ net revenue

### Employment History

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**JACQUELINE ROSSOW CONSULTING**, New York & San Diego Area 2013-Present

#### Principal

Building philanthropic revenue and fundraising capacity for growing organizations. Partial Client List: City Ballet of San Diego, Burundi Friends International, Global Care Alliance, Encinitas Union School District Farm Lab, The Samuel Lawrence Foundation and La Colonia de Eden Gardens Foundation

**SISTERS OF THE DIVINE COMPASSION**, White Plains, NY 2008-2013  
**Vice President, Advancement and External Relations**

Generated capital and annual revenue for this Catholic Community of vowed women religious with Chapel, schools and outreach ministries. Served as a hands-on leader successfully attracting and securing financial support at all levels, including Chapel Repair and Renovation project, and environmental sustainability Initiative, collaborated with and inspired a staff of four.

**NYC & COMPANY**, New York, NY 2003-2007  
**Director of Development and Board Relations**

Netted \$1M+ annually for annual Leadership in Tourism Gala for four consecutive years. Grew the annual dinner gross revenue from \$800K to \$1.2M through the implementation of co-chair program in which honorees selected two co-chairs to commit to purchasing or selling two \$25K tables for the event. Implemented Raiser's Edge fundraising database.

**YOUNG CONCERT ARTISTS, INC.**, New York, NY 2000-2002  
**Development Manager**

Worked with a dynamic group of Board members from around the world for this New York City-based nonprofit organization. Assisted in generating funds for debuts of young artists, as well as the organization's operating budget. Empowered Board members to pursue donations and gifts.

**ST. JOHN'S UNIVERSITY SCHOOL OF LAW**, Queens, NY 1994-1998  
**Assistant Dean for Development**

Established Law School development shop. Designed plan that increased annual fund donations by 23%. Designed and oversaw highly successful personalized direct mail programs, solicited individual and major gifts for restricted and endowed projects, planned and executed special events, and managed public relations. Hired, trained, and supervised four employees.

**CARNEGIE HALL CORPORATION**, New York, NY 1991-1994  
**Assistant to the Executive Director**

Assisted in directing and managing all staff. Liaised with the Board of Trustees, artists, and outside presenters; produced post-concert artists' receptions, major donor recognition dinners, major donor cultivation events, and cast parties. Organized and coordinated "Marilyn Horne Sings Americana" benefit in Denver, CO.

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#### Associations & Education

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**University of San Diego, Governance Symposium 2017, 2018, 2020**– Workshop Presenter  
**Leichtag Foundation The Hive** – Workshop Presenter How to Fundraise During COVID-19  
**PTA Co-President, Ocean Knoll Elementary 2017** Encinitas Union School District  
**THE AFS INTERCULTURAL EXCHANGE PROGRAM**, Brazil  
**THE AMERICAN UNIVERSITY IN CAIRO**, Cairo, Egypt  
**PENNSYLVANIA STATE UNIVERSITY**, College Park, PA, **BA, Economics 1990**