
JENNIFER HAMILTON

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EXECUTIVE SUMMARY

Multi-faceted experience in executive management of a nonprofit organization; specific strengths include:

- Executing innovative and successful fundraising events
- Seeking out and building relationships with many different constituent groups including board members, committees, volunteers, vendors, sponsors and event participants
- Broad strategic leadership over all aspects of marketing and communications
- Effectively engaging employees in budgeting, forecasting, and financial management
- Actively leading staff through continuous improvement process

PROFESSIONAL EXPERIENCE

NATIONAL MULTIPLE SCLEROSIS SOCIETY – INDEPENDENCE, OH

OCT 1999-AUG 2017

Executive Vice President, Marketing & Outreach (2011-2017)

Vice President of Marketing (2007-2011)

Vice President of Development (2006-2007)

Director of Development (2002-2006)

Public Relations Manager (2001-2002)

Public Relations/Special Event Coordinator (1999-2001)

- Execute an effective and innovative fundraising program, inspiring constituents to engage in lifelong relationships, contributing at their highest level through special events and corporate partnerships – Total fundraising/grants budget of \$4.5 million in 2015.
- Recognizing and seizing opportunities, increased Walk MS income from \$561,988 to \$1,378,244 from 2002-2014 and Bike MS income from \$725,117 to \$2,050,452 from 2002-2014
- Leverage centrally managed technology and fundraising tools to achieve fundraising objectives - via Luminate Online and CMS
- Empower staff with the knowledge, resources and tools to build and manage relationships with individuals, corporations, and organizations
- Combining strength of volunteers and staff, effectively led through a chapter realignment resulting in operating efficiencies and fundraising effectiveness
- Realigned resources in the Development Department in 2007 to leverage skills and strengths needed to implement a Marketing and Communications group
- Skills and expertise related to connecting people affected by MS to one another and ability to effectively champion and lead work across the organization led to a role on the FY16 Strategy 4 Leadership Team.
- As an Executive Vice President of the Chapter became a member of the Senior Leadership Management Team nationally (2011-present).
- With an emphasis on increasing fundraising and engagement, became a member of the national Walk MS work team (2015-2016)
- Organizational acumen and a focus on strategic results led to a role on the Foundation and Fundamentals Constituent Engagement Work Team (2016) which is charged with re-evaluating the Society's current language and five guiding principles from FY14

- Provided fundraising leadership, consulting, mentoring and relationship building skills to other chapters to help increase their fundraising
- Personally committed to leading, growing, and developing up to 16 staff members within my department
- Develop and implement a comprehensive budget for all events, programs, services, advocacy and volunteer engagement

WAYNE-DALTON CORP. – DALTON, OHIO

1997-1999

International Account Executive

- Responsible for all international sales of products in my specified region
- Duties included estimating, architectural specification analysis, ordering, scheduling freight, banking, customer service and researching new markets
- Responsible for creating any marketing material needed for the international sales department
- Created and edited a newsletter for international dealers
- Created and implemented the export link on Wayne-Dalton's website

EDUCATION

NEW MEXICO STATE UNIVERSITY

Las Cruces, New Mexico

- ***B.A. Journalism and Mass Communications***
 - *Member of the Golden Key National Honor Society*

KENT STATE UNIVERSITY

New Philadelphia, Ohio

- ***Business Management Studies***