James Green

# PERSONAL PROFILE

Highly professional senior fundraising executive with 20 years’ experience consulting to nonprofit organisations in South Africa. Proven success at raising funds through transformational, leadership and major gift (6-7 figure) levels via capital and major gift appeals. Sophisticated interpersonal, communication and presentation skills. Extensive experience building long term relationships between organisations and all echelons of society.

# SKILLS PROFILE

* Capital & Major Gift Campaigns
* Transformational/ Leadership/Major Gift Specialist
* Prospect Research/ Qualification
* Ethical Fundraising
* Feasibility Studies
* Institutional Analyses

# EXPERIENCE

* Donor Acquisition/ Cultivation/ Stewardship
* Strategy Development incl. Moves Management & Donor Pipelines
* Case for Support/ Proposal/Grant Writing
* Database Management
* Stakeholder Analysis
* Alumni Relations
* Social Media/CSR/ PR/Marketing Skills
* Leadership
* Time management
* Intuitive empathy
* Growth Mindset
* Etiquette
* Mindfulness
* Strong Verbal Comms
* Excellent Written Comms
* Public Speaking

# Project Claudia, Development Manager (Volunteer), August 2018 - Present

Project Claudia is a Community Interest Company currently evolving into a registered charity. Current strategy involves a major gifts programme including prospect/donor, patron and ambassador identification, recruitment and communications, software and database management, ongoing business support and fundraising consultation to the CEO and Project Director.

# Park Run, National Charity Ambassador (Volunteer) - 2017

This was a 12-month volunteer position managing, promoting and raising awareness of Park Run for Cancer Research UK. This was achieved via an online social media partnership with Park Run, a Facebook running community of 60,000+ female members throughout the UK.

# Johannesburg Au Pairs, Founder - 2012 - 2016

Johannesburg Au Pairs provided an online community via social media for more 10,000 members to exchange and share information leading to employment, cultural exchange and social interaction. Johannesburg Au Pairs was SEO Google ranked number one within three months of operation. This business was established in response to a gap in the market that I was able to address whilst raising a young family.

# Potential Fundraising, Johannesburg Managing Consultant, Campaign Director — 2003-2012

Potential Fundraising is Johannesburg leading and most reputable fundraising specialist. Personally, responsible for capital campaign strategy and implementation, feasibility studies, institutional analyses, client liaison and new business. Clients included medical research institutes, museums, children’s homes, schools and health care providers.

# Key Clients & Projects:

* Cure our Kids - Campaign Director

$40 million capital campaign to build a new oncology unit at Eastmead Children’s Hospital. Developed and implemented strategy throughout Global Financial Crisis. Managed and supported Board, Hospital medical staff and corporate volunteers.

* Cancer Council Johannesburg- Campaign Director

$40 million capital campaign to provide a purpose acquired biobank. Developed and implemented strategy. Managed CCJB Board, Executive Team, corporate volunteers.