

# David Davis

2710 Wellington Way SE • Conyers, GA 30013 • 770-653-0921 • davisdg014@gmail.com

## EDUCATION

### **Tennessee State University, Nashville, Tennessee, 2011-2012**

- Master of Education, Sport Administration

### **Miami University, Oxford, Ohio, 2007-2011**

- Bachelor of Education, Health and Society in Kinesiology

## PROFESSIONAL EXPERIENCE

### **Georgia Tech**

*Director of Development (Athletics)*

Atlanta, GA  
(June 2018 – Present)

- Managing of a major and principal gift portfolio of over 120 high-level donors and prospects with giving capacities ranging from \$100K-\$10M.
- Identifying new major and planned gift prospects by developing and executing long-range and short-range strategies and plans to identify, cultivate, solicit and steward prospects, producing a continuous stream of donors capable of making gifts of \$100,000 or more to Georgia Tech Athletics.
- Partnered with the Athletic Development and cross-campus colleagues to develop, plan and execute a successful campus wide fundraising initiative.
- Overseeing all fundraising associated with the several non-revenue sports.

### **University of Michigan**

*Associate Director of Development, Southern States*

Ann Arbor, MI  
(July 2015 – June 2018)

- Member of an advancement team that raises over \$64M annually. Personally secured over \$10.5M
- Managed a major gift portfolio of over 225 high-target donors
- Oversaw all fundraising, events and budget associated with the Southern States region.
- Directed liaison for 7 sports, coaches and their staff while supporting their fundraising plans and initiatives.
- Served as Development liaison for all Michigan Athletics International Travel and the Michigan Athletics Professional and Career Transition program (MPACT)
- Assisted in the creation of a formalized stewardship plan for both annual and major gifts, including the creation of a new full-time position to oversee the program.

### **Miami University**

*Assistant Director of Development for Farmer School of Business*

Oxford, OH  
(May 2013 – June 2015)

- Developed and managed a portfolio of over 175 prospects and donors.
- Gathered data, assessed prospects, and developed strategies designed to realize the current and lifetime giving potential of individual prospects.
- Ensured consistent and appropriate contact, facilitated solicitations, closed several major gifts, and ensured effective stewardship.
- Focused on soliciting major gifts in the range of \$50K-\$500K with the intent of moving these donors to the leadership gift level.
- Coordinated and managed Meet The Dean and Young Professional Advisory Council events to engage alums.

**Tennessee State University**  
*Athletic Marketing and Promotions Coordinator*

Nashville, TN  
(August 2011-April 2013)

- Hired, managed and directed 23 interns along with their individual game day responsibilities.
- Led marketing team in increasing season and single-game ticket sales to the general public for men's and women's sporting events by approximately 35%.
- Successfully negotiated with local corporations to sponsor TSU Athletics.
- Assisted in identifying corporate sponsors/prospects.
- Assisted in the management of volunteers/part-time employees providing them with their in-game duties and responsibilities.

**Belmont University**  
*Athletic Development and Fundraising Graduate Intern*

Nashville, TN  
(July 2012 - January 2013)

- Contacted Belmont University alumni to gain financial support for the Bruin Club.
- Met face to face with donors as we guided them through the donation/gift process.
- Initiated activities that assisted in bringing major gift prospects closer to Belmont University.
- Assisted in planning sport specific development initiatives and provided support to coaches' fundraising efforts.
- Used marketing methods/resources to assist with other development endeavors such as Special Events and Campaigns.

**Miami University**  
*Athletic Development and Fundraising Student Worker*

Oxford, OH  
(August 2010- May 2011)

- Worked directly with the Associate Athletic Director and the athletic fundraising group, Red and White Club, to assist in the handling of the budget for the Athletics' fundraising program.
- Assisted in providing strategic direction and leadership for a comprehensive annual fundraising program for Redhawks' athletics.
- Gathered data, assessed prospects, and developed strategies designed to realize the current and lifetime giving potential of individual prospects.
- Partnered with the Athletic Development colleagues to develop, plan and execute a successful fundraising plan.
- Delivered electronic documentation on a timely basis, including proposal tracking, contact reports, and prospect strategies.
- Used a variety of programs daily, including Banner and Mine, to locate current/potential donors and create development strategies.