

VIVILO E. VEITH

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206.696.8904

PROFESSIONAL STRENGTHS

- ❖ Highly organized and detail oriented
- ❖ Influential relationship building
- ❖ Donor Identification, Engagement, Stewardship & Retention
- ❖ Achieving tangible financial outcomes
- ❖ Donor database management
- ❖ Marketing and branding acumen
- ❖ Excellent written and verbal communication skills
- ❖ Resilient, innovative, & adaptable
- ❖ Good sense of humor

AFFILIATIONS

Washington Planned Giving Council

Advancement Northwest

Association of Fundraising Professionals

EDUCATION

Certificate in Fundraising Management
University of Washington

Certificate in Nonfiction Writing
University of Washington

BA Interdisciplinary Studies
Evergreen State College

DEVELOPMENT EXPERIENCE

Vividly Clear Consulting / 2004 – Present

CONSULTANT

Provide professional consulting to nonprofit organizations in areas of strategic planning, fundraising management, planned giving, annual and endowment campaigns, and donor stewardship and retention.

FEATURED CLIENTS

Medic One Foundation

- Drafted Planned Giving strategy
- Initiated and facilitated collaborations with allied professionals
- Assisted in implementing fall fundraising drive, auction, and donor recognition

The Hefner Museum of Natural History

- Drafted multi-year fundraising plan including campaign examples and implementation recommendations
- Proposed prospect identification, donor cultivation, engagement, and stewardship opportunities
- Wrote overview of current fundraising techniques and research results, including how to prioritize certain methods over others to get more out of their current efforts

Seattle Folklore Society

- Created and implemented a rebranding and marketing campaign to attract broader range of attendees; Increased registration by 62%
- Developed proposals which secured grants and major gifts; Organized and ran a successful silent auction; Increased income by over 400%

Additional Related Experience

EXECUTIVE DIRECTOR, *Growing Gardens*

Results: Generated 45% new-membership growth and 60% increase in income, sponsorship, and donations; Established strong board of directors and attained sound community buy-in and ownership

PROGRAM DIRECTOR, *Denver Botanic Gardens*

Results: Turned around politically charged program; Increased registrations by 25%, developed volunteer oversight teams and improved operations.

DEVELOPMENT COORDINATOR, *Denver Botanic Gardens*

Results: Implemented Raiser's Edge donor database clean-up; Established process improvements in gift processing, data entry, and donor stewardship.

VOLUNTEER MANAGER, *Northwest Folklife Festival*

Results: Successfully recruited, managed, and retained 3500 volunteers

MANAGEMENT EXPERTISE

- ❖ Effective Leadership
 - ❖ Building collaborative cohesive teams
 - ❖ Strategic Planning & Implementation
 - ❖ Business Development
 - ❖ Program/Project Management
 - ❖ Budget development & monitoring
 - ❖ Technically Savvy
 - ❖ Troubleshooting/Turnaround
 - ❖ Process Improvement
 - ❖ Tenacious Follow Through
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PROJECT MANAGEMENT EXPERIENCE

WorkSource / WA Employment Security Department / 2016 – 2017

CONSULTANT

- Revitalized, redesigned, and produced supplemental material for all current workshops
- Revamped and reorganized shared drive; Developed consistent naming methodology and file system; Created structure for current and legacy materials

Results: *Improved curriculum materials for job seekers and streamlined processes for instructors enables them to focus on teaching and providing enhanced integrative services.*

Ball Corporation / 2002-2003

PROJECT ADMINISTRATOR

- Administrator of \$50 million budget
- Oversaw construction of 225K square foot warehouse, remodel of manufacturing plant and installation of two high speed production lines
- Wrote RFPs and negotiated contracts, hired and spearheaded effective results driven communication with vendors

Results: *Brought project in on time and under budget.*

Seagate Technology / 2000 - 2002

PROGRAM MANAGER

- Headed the Advanced Technology Development team. Managed over 35 engineers in cross-functional, worldwide, multi-organizational team
- Created new process management methodology for early product design
- Led the development team to design and launch an interactive technology database
- Conducted company-wide training on process improvements and technology database in five states

Results: *Process improvements resulted in a seamless handoff between development sectors. Methodology was adopted as worldwide corporate standard. Received Key Employee Award.*

Ball Corporation / 1998 - 2000

PROJECT ADMINISTRATOR

- Quickly promoted to Lead Project Engineer for embedded systems and machinery analysis for 36 manufacturing plants in the US & Canada
- Improved communication among key stakeholders to troubleshoot and resolve manufacturing problems while maintaining quality control
- Directed emergency planning and training for all North American plants
- Managed the decommissioning of manufacturing plant and relocation of production line, which was accomplished within five months

Results: *Effectively managed projects to successful completion within tight time lines with budgets ranging from \$3 to \$25 million.*