

# JULIE BIANCHI, CFRE

## PROFESSIONAL PROFILE

*Julie Bianchi believes the sweet spot between big picture thinking and the details is where successful fundraising strategy is born. Her experience in fundraising, finance, and board leadership is the underpinning for her practical and creative approach to consulting. She is a thoughtful strategist with a knack for generative questions that help organizations springboard toward their fundraising goals and organizational visions. Julie has significant fundraising campaign experience, with goals ranging from \$1 million to \$300 million.*

## SUMMARY OF SERVICES

Independent Consultant and Associate Consultant with The Ostara Group

Julie collaborates with nonprofit professionals and volunteers to reveal new paths forward to long-term fundraising success. Some of the ways she can support your mission include:

- Shaping an organization's story from a donor's perspective, including visioning, testing case key messages, and crafting case for support narrative
- Coaching staff and volunteers in prospect strategy and donor relations
- Building annual development plans that highlight an organization's strengths
- Leading comprehensive fundraising program assessments that inform a blueprint for sustainable fundraising
- Assessing an organization's readiness for a special campaign and supporting campaign plan development and implementation
- Facilitating Board conversations about fundraising

## PAST EXPERIENCE

### **Consultant, Collins Group, a division of Campbell & Company**

March 2011 – February 2017

Seattle, WA

- Collaborated with clients across all nonprofit sectors, with an emphasis on those in education and human services, as the project manager for every stage of fundraising, from building fundraising capacity and studying campaign feasibility to implementing a full special campaign
- Led teams in all aspects of qualitative and quantitative study research, including surveys, focus groups, and interviews
- Served as a writer for case documents, study reports, campaign plans, board reports, campaign and communications plans
- Managed a team of three associate consultants, as their supervisor and mentor
- Partnered with colleagues to develop and deliver presentations, webinars, and blog posts to bring the latest trends in philanthropy and the nonprofit sector to hundreds of nonprofit professionals around the Pacific Northwest and beyond
- Led firm-wide thought leadership group focused on human service organizations
- Actively participated on the firm talent acquisition and continuous learning task forces
- Co-authored 2014 white paper on the state of endowments in northwest independent schools

### **Relationship Associate, Nonprofit Services Team, Pacific Continental**

2/2010 – 3/2011

Seattle, WA

- Built relationships within the nonprofit community through outreach efforts at nonprofit events and personal meetings
- Stewarded current nonprofit clients through regular, proactive communication and timely responses to requests
- Participated in client and prospective client meetings, including on-site demonstrations and remote deposit installations
- Prepared written proposals for potential clients, including analysis and recommendations for organizational efficiency, cost savings, and security improvements
- Maintained all client transition timelines and task lists for the Nonprofit Services Team

12/2007 – 1/2010

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## PAST EXPERIENCE, CONTINUED

### Development Coordinator, Arthritis Foundation, Pacific Northwest

Seattle, WA

- Managed logistics, fundraising efforts, and committee meetings for four Arthritis Walk events with annual fundraising budgets totaling \$100,000
- Cultivated relationships with Arthritis Walk donors, team captains, sponsors, and committee members
- Created content for the Arthritis Foundation monthly eNewsletter and daily updates for Twitter and Facebook pages
- Coordinated logistical and volunteer support for Jingle Bell Run & Walk events, Bone Bash Dinner Auction, Oyster Adventure Race, Cadillac Golf Tournament, and Kids And Teens Auction

### Communication and Production Assistant, NBC11 San Jose

1/2006 – 12/2006

San Jose, CA

- Pitched stories to local media that resulted in three local newspaper articles
- Wrote press releases and newsletter copy for station events and awards
- Represented station during promotional events including 2006 Winter Olympic Games and San Jose Holiday Parade

## EDUCATION

### Master of Nonprofit Leadership, Seattle University

Seattle, WA

8/2011 — 6/2013

*Graduate Thesis: "The Next Generation of Nonprofit Board Leadership Training: Moving from a Technical to an Adaptive Approach"*

### Certificate, Fundraising Management, University of Washington

Seattle, WA

9/2008 — 6/2009

*Completed prospect research internships with First Place School and The Kenney Foundation*

### Bachelor of Arts, Journalism, Santa Clara University

Santa Clara, CA

9/2003 — 6/2007

*Graduated magna cum laude; minor in Business Administration; Dean's List 2003-07; Alpha Sigma Nu Honor Society of Jesuit Institutions; and studied at the Institute for the International Education of Students in Barcelona, Spain during Fall 2005*

## LEADERSHIP AND VOLUNTEER ROLES

- **Fundraising Faculty**—Seattle Works Bridge, 2011 – 2016
- **Vice President of Programs, Charter Board Member**— AFP Advancement Northwest Chapter, 2015 –Present
- **Vice President of Programs, Board Member**—Northwest Development Officers Association, 2011 –2014
- **Co-Chair**—Northwest Development Officers Association Conference Planning Committee, 2009-2010

## HONORS PROFILE

- **Certified Fundraising Executive**, 2014 – Present
- **Leadership and Professional Engagement Award**, College of Arts and Sciences, Seattle University, 2013
- **Entrepreneurial Spirit Award**, Pacific Continental Bank, 2011
- **Volunteer of the Year**, Northwest Development Officers Association, 2010
- **Member Scholar**, AFP Washington Chapter, 2010

## TECHNICAL SKILLS SUMMARY

- Proficient in Microsoft Office applications, Survey Monkey, and Key Survey platforms
- Daily experience with Salesforce database
- Fluent in Facebook and LinkedIn platforms
- Working knowledge of IWAVE, WealthPoint, and NOZA Prospect Research tools
- Project design experience in FrontPage