

Melissa Wahl, CAE
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CHIEF DEVELOPMENT OFFICER

PROFILE

Results-oriented nonprofit development specialist with proven record of cultivating and maintaining mutually beneficial partnership relationships with America's top corporations for over twenty years. Responsible for raising nearly \$3 million in revenue annually while working in a single person department. Increased Corporate Membership by 200%. Acquisition and maintenance of long-term sponsor relationships with America's most prestigious corporations including **American Express, Chase, Pfizer** and others. Individual Giving and Annual Fundraising Campaigns. Problem solver who works collaboratively across departments to strategize and develop successful programs and events that highlight members, donors and sponsors. Develop Corporate Membership Packages for Supplier Diversity and Procurement professionals to achieve diversity goals. Excellent client relationship and project management skills.

SKILLS

Fundraising Strategist
Microsoft Office Suite
Donor Cultivation
Problem Solver

Corporate Partnerships
Relationship Builder
Event Program Planning
Supplier Diversity

Project Management Skills
Sponsorships and Grants
Annual Fund. Campaigns
Revenue Generation

EXPERIENCE

The LYNNK

2022 - Present

Chief Development Officer

Create Strategic Business Development partnerships between corporations, universities, and women and minority business owners.

The Girl Scouts of the USA

2022

Director, Gender Parity/Pay Equity of the Fair Play, Equal Pay® Initiative

Women Presidents' Organization (WPO)

2006 – 2021

Women Presidents' Educational Organization (WPEO)

The Foundation of the Women Presidents' Organization

Vice President of Development & Chief Development Officer

Created these development positions as sole development executive for three related yet independent nonprofit organizations simultaneously.

- Increased annual sponsorship revenue to nearly \$3 million.
- Acquisition and maintenance of long-term sponsor relationships with America's most prestigious corporations including American Express, Bank of America, Capital One, EY, IBM,

JPMorgan Chase, Microsoft, Pfizer, Prudential, Warner Media, Wells Fargo and others that drive business results, increase brand relevance and customer acquisition.

- Expertise creating and selling Sponsorship Packages for WPO Annual Conferences, Women of Color Achievement Awards, and other special programs.
- Develop Corporate Membership Packages for Supplier Diversity and Procurement professionals of major corporations to provide recognition, access and connections with certified women's business enterprises.
- Identify Foundation grants that align with goals; create grant applications and proposals that get results.

**Women's American ORT
Director of Development**

2004 – 2006

- In charge of annual fundraising campaigns which exceeded goals of \$400,000, by cultivating and soliciting individual donations from members
- Worked closely with board to set goals and plan fundraising events
- Supported educational programs for children and young adults

**AMIT Women
Director of Development**

2003 – 2004

- Worked closely with Executive Director and Board to strategize and implement fundraising campaigns and events which supported education for children in Israel.

**National Association for Female Executives (NAFE)
Executive Director & Vice President**

1996 – 2004

- Experienced executive director who led all aspects of professional membership organization with over 100,000 businesswomen members
- Responsible for acquisition and maintenance of Corporate Partner Relationships
- Supervised and trained Regional Chapter Directors
- Conducted leadership development training for volunteers
- Created NAFE Women of Excellence Awards Program to recognize outstanding volunteers and corporate partners.

**Executive Female Magazine
Publisher**

1999 – 2004

- Oversaw all aspects of production of Executive Female Magazine, including editorial content, art and advertising, for the publication of the National Association of Female Executives (NAFE).
- Supervised Editorial Director and Art Director

Early career as associate producer, judge and writer of television game shows.

CERTIFICATION

Certified Association Executive (CAE) by the American Society of Association Executives, with expertise in all areas of association management and fundraising.

ENCORE FELLOWSHIP

Received an Encore Fellowship for my expertise and years of leadership in nonprofit management - 2022

BOARD SERVICE

President of Board of Institute for Supply Management, New York - 2019 - 2020

Board Member New York Women's Agenda – 2009 - 2014

Board Member New York Society of Association Executives – 2007-2008