

# alyssa walker

Chicago, Illinois • awalker@simeontrust.org

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## PROFILE

A self-starter with 9 years of experience in advancement work. Specializes in 1) pinpointing needs and opportunities for Advancement teams and creating action plans to address them and 2) identifying foundation prospects and building solid funding relationships. Seeks to advance Christ's Kingdom by increasing the fundraising capacities of Christian organizations.

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## EXPERIENCE

### The Charles Simeon Trust – Chicago, IL

DIRECTOR OF ADVANCEMENT OPERATIONS, SEP 2016 - CURRENT

- Responsible for creating and implementing fundraising strategies relevant to donor relations

### Advancement Consultant – selected clients

- HOLY TRINITY CHURCH – CHICAGO, IL (APR 2013 - JUNE 2013, MAR 2015 - CURRENT)
  - Recognized reporting as a stewardship need and helped develop an Annual Report
  - Identified and prioritized foundation and major donor prospects
  - Solicited and secured four grants totaling \$55,000
  - Created and implemented a prospect management system
- GORDON-CONWELL THEOLOGICAL SEMINARY – SOUTH HAMILTON, MA (OCT 2011 - CURRENT)
  - Raised \$4M by writing for 33 proposals resulting in 25 funded grants – a 75% success rate
  - Assimilated data on over 200 scholarships and applied a business solution for maintaining the data in *The Raiser's Edge*, as the foundation for a robust scholarship reporting solution
  - Compiled annual ATS and Peer School reports from *The Raiser's Edge*
- SOUTHERN BAPTIST THEOLOGICAL SEMINARY – LOUISVILLE, KY (FEB 2014 - MAR 2016)
  - Coached two new fundraising staff members in grant seeking
  - Wrote a proposal resulting in a \$200K grant while training key staff members in the process of grant seeking

### Christian Educators Outreach – Charlottesville, VA

MISSIONARY PARTNER, JAN 2011 – AUG 2016

- Raised full missionary support in 9 months
- Maintained steady financial support for 5 years
- Served as a missionary in Osijek, Croatia for 2 ½ years, then in Kinshasa, Democratic Republic of Congo for nearly 2 years

### Evangelical Theological Seminary – Osijek, Croatia

LECTURER AND DIRECTOR OF DEVELOPMENT, NOV 2011 - MAY 2014

- Planned a 2012 year-end direct mail strategy that increased fourth quarter giving 158% over 2011's
- Recruited and supervised a marketing team in Spring 2013, including one paid employee and several volunteers, which doubled new student enrollment for 2013/2014

- Led a committee in designing an innovative new scholarship structure
- Served on the event-planning team
- Developed and taught seven Bible courses to undergraduate and graduate students

### **Gordon-Conwell Theological Seminary – South Hamilton, MA**

GRANTS & MAJOR GIFTS OFFICER, SEP 2010 - OCT 2011; PARTNERSHIP PROGRAM ASSISTANT & FOUNDATION RELATIONS ASSOCIATE, JAN 2010 - AUG 2010

- Established and executed an action plan to reconnect with foundations after a four year period without communication
- Wrote proposals for awarded grants totaling \$1.9M
- Introduced processes for donor and foundation prospect research
- Co-led a database conversion from CAMS to *The Raiser's Edge*
- Identified Scholarship Reporting as an outstanding stewardship need

PARTNERSHIP PROGRAM ASSISTANT, JULY 2007 – DEC 2009

- Streamlined receipting processes, reducing costs by 25%
- Improved donor communications, resulting in increased pledge fulfillments

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## EDUCATION

**Advancement professional development seminars** – CASE and Pursuant, participated at least quarterly from 2010 to present

**Wheaton College** (Wheaton, IL) – Master of Arts in Biblical Exegesis, 2007

**Moody Bible Institute** (Chicago, IL) – Bachelor of Arts in Biblical Languages, 2005

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## ADDITIONAL CAPABILITIES

- Thinks critically and strategically to solve problems
- Culturally sensitive leader
- Writes persuasively and concisely
- Confident and articulate speaker
- Detail oriented and organized
- Consistently meets deadlines
- Proficient in Blackbaud's *The Raiser's Edge*
- Enjoys working as a team member as well as independently

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## PUBLICATIONS AND PRESENTATIONS

"Serving the Church with You, for the Glory of God." Co-authored with Kurt W. Drescher. *Annual Report 2015*. Gordon-Conwell Theological Seminary, 2016.

"Old Testament Exegesis." Guest Lecture Series. Protestant University of Congo, 2015.

"The Bronze Serpent in the Old Testament: Magic, Symbol, or Idol?" *Pleroma*. Vol. XV. No 1. (2013): 33-51.

"Jonah's Genocidal Suicidal Attitude—And God's Rebuke." *Kairos Evangelical Journal of Theology*. Vol. IX No. 1 (2015): 7-29. Presented at the "Facing Genocide and Suicide" Conference. Slovenia, 2013.