

CHRISTOPHER R. NATYNSKI

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EXPERIENCE

University of Alaska Southeast

Executive Director of Advancement

2024-Present

- **Developed Strong Relationships:** Built rapport with the advancement team, faculty, and senior leadership to assess team strengths and determine immediate priorities, enhancing departmental collaboration and effectiveness.
- **Revitalized Alumni Relations Strategy:** Shifted focus from low-impact events to high-value communications, including the development of an online publication and social media outreach targeting recent alumni to increase engagement.
- **Launched Data-Driven Projects:** Leveraged resources from the UA Foundation to enhance alumni data services, and initiated collaboration with PCI to collect alumni stories, improving contact information accuracy and boosting alumni association membership.
- **Advocated for Leadership Development:** Supported senior leadership by advocating for financial support for deans to attend the UA Philanthropy Summit, fostering long-term donor relationships and identifying funding priorities.
- **Implemented Process Improvements:** Worked to streamline operations by eliminating unnecessary tasks, improving team efficiency and morale, and initiated a cleanup project to address organizational pain points.
- **Exemplified Strong Communication and Initiative:** Fostered effective communication through active listening and adapting to diverse work styles, while independently driving key projects and developing new initiatives to support alumni engagement and donor relations.

University of Connecticut Foundation, Inc.

Senior Director of Development, College of Liberal Arts and Sciences (CLAS)

2022-2023

- Managed a total team of three members while fostering professional development of both the associate director and director of development on team.
- Built a relationship with the Dean of CLAS and her staff to identify key fundraising needs.
- Established relationships and strategy concerning CLAS' Dean's Advisory Board
- Met with department heads from four campuses across the state to build stronger relationships between departments and the CLAS development team.
- Managed a portfolio of 100 prospects who were primarily in qualification and stewardship stages.
- Worked closely with Senior Director of Alumni Relations for CLAS to create communication and action plan to transfer prospects from our respective teams all while supporting each team's efforts/

CU Boulder Advancement

Director of Development, JILA

2019-2022

- Took on an entrepreneurial spirit and identified over 1,800 JILA affiliates, along with current employment of said affiliates, through my own research project and successfully merged this database with Advance to build my own portfolio.
- Currently cultivating a portfolio of over 150 prospects most of whom have never given to JILA or CU ranging from annual gift commitments to major gifts and planned gifts with gifts totaling over \$4.5MIL in serious talks.
- Developed an end of the year appeal strategy with solicitation and engagement components currently going into its third year.
- Planned and orchestrated stewardship events for JILA highlighting donor impact on graduate students and faculty.
- In coordination with Advancement Marketing Communications, crafted DEIJ assets after working with JILA and JILA JEDI leadership to identify funding priorities to support underrepresented populations within the institute.
- Served as mentor for colleague in mentor-mentee program at CU Boulder.
- Project managed different efforts bringing in key and specific stakeholders and members of the university community to achieve goals.

Wisconsin Foundation and Alumni Association (WFAA), Madison, WI

Director of Development, UW-Madison School of Pharmacy

2018- 2019

- Managed portfolio of 100-140 donors throughout the U.S. ranging from young alumni to community pharmacy owners to CEOs of pharmaceutical companies publicly traded on NASDAQ.
- Developed strategy to increase Board of Visitors giving to School of Pharmacy securing 8 major/planned gifts with another 13 in discussion.
- Developed and implemented strategy to include the Board of Visitors in our identification of new prospect efforts.
- Cultivated relationships with donors and prospects in addition to soliciting and securing annual, major, and planned gifts ranging from \$1,000-\$2,000,000.
- Led philanthropy and development advancement efforts for Top 10 School of Pharmacy.
- Staffed Dean of School of Pharmacy on development trips and provide strategic insight and talking points on prospects, donors, and alumni.
- Officially promoted in July 2018 to Director of Development role though serving in *de facto* capacity for over 13 months.
- Successfully lobbied and secured investment from the Dean of School of Pharmacy to build up advancement team.
- Successfully on-boarded faculty member as Associate Dean of Advancement who had no previous experience with advancement as well as planning engagement events in state all while increasing funds raised by personal portfolio by 28% in the second year and 148% in the third year.
- Funds Raised during *All Ways Forward* comprehensive campaign
 - o 2018 \$2,862,901
 - o 2017 \$1,153,484

Associate Director of Development, UW-Madison School of Pharmacy

2015-2018

- Regionally qualified alumni and donors prospects for annual and major gifts ranging from \$1,000-\$50,000.
- Cultivated relationships with donors securing planned gifts ranging from \$50,000-\$500,000.
- Named *de facto* Director of Development in Dec. 2016.

- Funds raised
 - 2018 \$2,862,901
 - 2017 \$1,153,486
 - 2016 \$903,000

Klein Law Office, Madison, WI

Associate Attorney

Jan. 2011-Dec. 2015

- Managed a portfolio of approximately 40 clients at a time.
- Cultivated clients from contact with our office and ushered them through completion of matter. Continued stewardship of existing client base.
- Drafted and negotiated contracts between business owners and individuals.
- Established a business plan and marketing plan where creating and maintaining relationships with business owners, both corporate and small, was vital.
- Provided estate planning presentations to the business community and senior citizen community alongside bank managers and financial planners.
- Assisted clients in finding creative solutions for bankruptcy and estate planning.

UW-Madison Desk Services

Desk Supervisor

May 2003-Aug. 2004

- Desk Supervisor for two conference/summer season and for largest dorm on campus
- Supervised approximately 12 staff members during academic year
- Conducted reviews of team member performance
- Assigned tasks and projects to team members

CONTINUING EDUCATION TRAINING

- LinkedIn Learning:
Confronting Bias: Thriving Across Our Differences *2023*
- Plus Delta Partners
WFAA-focused training *2017*
- The Fund Raising School, Lilly Family School of Philanthropy, Indiana Univ.
- Planned Giving Seminar (San Francisco) *Feb. 2017*
- Advancement Resources
- The Art and Science of Donor Development (San Diego) *Feb. 2016*

VOLUNTEER AND NON-PROFIT EXPERIENCE

- Board of Directors Members- Holistic Homestead (Black Hawk, CO) *2020- Present*
- Volunteer for the Ronald McDonald House (Madison, WI) *January 2012- Oct.. 2019*
 - Volunteer of the Month (September) *2012*
 - Provided *pro bono* estate planning services for fellow volunteers *2015*
- Wills for Heroes *2014*
- Mentor for part-time fundraiser for non-profit in South Dakota *Present*

EDUCATION

Drake University Law School, Des Moines, IA

Juris Doctor

2010

University of Wisconsin-Madison

Bachelor of Science, Political Science & Legal Studies

2006

Marquette University, Washington, DC

Les Aspin Center for Government

Summer 2005