

Jennifer A. Tsolas

Over 20 years of Experience in Fundraising, Sales & Relationship Building.

City of Somerville Condominium Review Board, Somerville, MA - Alternate Board Member

2023 - present

- The Condominium Review Board verifies that the tenant protections provided under the Somerville Condominium Conversion Ordinance are upheld when property owners intend to remove rental units from the market due to condominium conversion.
- The Board is composed of five members chosen by the Mayor and confirmed by the City Council.
- The Board is responsible for conducting monthly hearings and for surveying and updating information concerning rental units in the City.

K. Weill Consulting Group, Brookline, MA - Grants Associate

2023 - present

- Partner with nonprofit clients to create competitive grant proposals and reports to reach revenue goals for general operating, programmatic and capital needs.
- Adapt writing style to best represent the mission, achievements and challenges of each client and the communities they serve.
- Stay informed of industry best practices for successful grant proposal writing and changes in funding trends around private (corporate and individual/family foundations) and public (local, state and federal) grants.

Design Within Reach (DWR) a MillerKnoll Company, Cambridge, MA - Account Executive

2022 - present

- Facilitate the DWR client experience and educate clients on each product's story and details.
- Expand clients' connection to the DWR brand and represent DWR in the design community.
- Utilize Salesforce, 3D space planner, and other company tools to manage the full client lifecycle to meet and exceed sales goals.
- Assist in maintaining the Studio's design and visual standards using merchandising guidelines.
- Travel for in-home client consultations and visits to local trade professionals.

Previous Sales Experience

Bassett Furniture, Chestnut Hill, MA - *Design Consultant*

2021 - 2022

- Built meaningful and long-term customer relationships by showcasing my comprehensive knowledge of interiors, ranging from furniture construction to design trends.
- Utilized "relationship selling" techniques through interior design consultations and makeovers to maximize selling opportunities and meet monthly sales goals.
- Translated customer wants into design choices by utilizing showroom samples and digital room planning tools to enhance virtual and in-person creative presentations.
- Utilized Salesforce and Storis for client stewardship and project management.

Previous Non-profit Experience

Strong Women Strong Girls, Jamaica Plain, MA - *Director of Development & Communications*

2019 - 2021

- Directed all fundraising, communications and volunteer engagement strategies for an organization serving over 600 elementary school aged girls and 200 college women.
- Increased annual revenue by 17% across corporate, foundation, individual and event revenue streams during the COVID-19 pandemic.
- Represented staff on the Strategic Planning Advisory Committee and collaborated with various stakeholders and consultants to create a 3-year strategic plan for the organization, including alignment with the Pittsburgh office and plans for sustainability and expansion.
- Created revenue planning template and guidelines providing increased accuracy of revenue projections across both Boston and Pittsburgh operations.
- Led the adoption and implementation of Salesforce as a donor database of record for both cities.
- Led the re-launch of the "Strong Leaders Network" by recruiting and training individual and corporate volunteers to provide one-on-one mentoring sessions to college women.

Tufts University School of Dental Medicine, Boston, MA - *Associate Dir. of Development, Major Gifts*

2016 - 2019

- Directed prospect moves management and pipeline development across Alumni Relations, Annual Fund, and Planned Giving teams for 9,000+ alumni.
- Identified, qualified, cultivated and solicited prospective donors, managing a personal portfolio of 150 prospects throughout the U.S. giving \$1K - \$100K+ annually.
- Worked with the Dean of the University, Senior Director and various faculty members to design and implement an \$8 million lobby renovation campaign.
- Collaborated with the Dean, Continuing Education team and faculty members to create and execute 150th Anniversary events to engage alumni in Asia, the Middle East and Europe.
- Co-led "Visioning Project" with Senior Director to create collateral stating the funding needs of 7 post-graduate programs, in addition to financial aid, faculty development, and capital needs.

On The Rise, Cambridge, MA - Director of Development & Communications

2010 - 2015

- Served on a three-person management team which oversaw the development, operations, and programs necessary to support over 400 homeless and formerly homeless women annually.
- Developed and implemented an annual fundraising strategy, raising \$1M in public and private funding annually: 80% from individual giving, major gifts, special events, and corporations.
- Designed a three-year capacity building campaign to raise \$700K to support expanded programs for formerly homeless women now living in their own apartments.
- Recruited a pro-bono Development Advisory Committee of industry professionals.
- Managed the annual Prepare for Winter Dinner, an event attracting over 400 guests and raising more than \$220K through corporate sponsorships, individual gifts, and a silent auction.
- Recruited and stewarded board members, creating individual work plans including yearly giving goals and engagement in development activities.

MA Affordable Housing Alliance, Dorchester, MA - Director of Development & Communications

2007 - 2010 (*Promoted from Manager of Development & Communications to Director in 2008*)

- Led the completion of the organization's \$4M capital campaign.
- Raised \$800K annually to support programs that educate individuals and mobilize communities around affordable housing in MA.
- Developed an advisory group of leadership donors that grew to 18 ppl in its first year.
- Created MAHA's signature annual fundraising event, The Taste of Dorchester, attracting 500 guests and increasing MAHA's individual donor base by 13.5%.
- Directed the organization's first direct mail campaign and e-newsletter through Constant Contact.
- Led a pro-bono consulting engagement with Common Impact to review MAHA's branding platform.
- Managed advertising campaigns on MBTA buses from ad concept to ad placement.

Community Servings, Jamaica Plain, MA - Special Event Manager

2004 - 2007 (*Promoted from Special Events Assistant to Manager in 2005*)

- Managed large-scale fundraising events, raising one-third of an annual \$2.7M budget.
- Stewarded donors and board members, serving as point person for volunteer committees.
- Solicited and negotiated in-kind donations and corporate sponsorships.
- Managed strategy and production of event related marketing materials and public relations efforts.

Education & Training

- Bachelor of Arts, English from Saint Anselm College in Manchester, NH (2000)
- Plus Delta Partners: Discipline of Frontline Fundraising 9-month Major Donor Training (2017)
- Proficiency in the following programs: Microsoft Office, Google Drive, Salesforce, Donor Perfect, Storis, WordPress, Advance/Elucian, Classy, Mailchimp, Constant Contact, and Hootsuite.