

Rex Otey

PROJECT DIRECTOR

Rex has generated over \$70 million for a variety of nonprofit organizations over the course of his 26-year career. Having worked in West Virginia, Illinois, Pennsylvania, and most recently in North Carolina, he has significant experience in implementing campaigns; planned, annual, and corporate giving programs; strategic planning, board development, and executive recruitment.

During his career, he has had the opportunity to work with over twenty college, university, and private college-preparatory institutions, with responsibilities ranging from directing capital and comprehensive campaigns to the overhaul of development operations.

As a chief development officer and career fundraiser, Rex has faced the challenges of managing annual funds, major gifts, planned giving, alumni/parent programs, and large teams of volunteers. His energetic, “outside-the-box” approach and focus on genuine relationship building has him revitalizing existing programs and creating new ones, continually exceeding fundraising goals throughout his career.

 <https://www.linkedin.com/in/rexotey>

Summary of Experience

- Managed Catawba College’s *Our Catawba: The Forward Path* campaign, which raised \$46 million in its first three years.
- Reworked Catawba College’s annual fund program, exceeding \$1.2 million goal each year.
- Successfully managed campaigns, strategic planning, board development, and executive search for universities and statewide and regional nonprofits and ministries at Patton McDowell & Associates.
- Revitalized Heartland Community Church’s stalled \$16 million *Making Ripples* campaign.
- Energized Rockford College’s stagnant annual fund, doubling the four-year campaign goal and raising over \$10 million.
- Currently serves on the Charlotte chapter’s Board of Directors of the Association of Fundraising Professionals.
- Regularly serves in a number of capacities at The Cannon School and Elevation Concord Church.
- BS in Business Management from Alderson-Broaddus College and MA in Education Administration from West Virginia University.

To learn more about Convergent’s fundraising services, visit us at www.ConvergentNonprofit.com

2451 Cumberland Parkway, Suite 3679 · Atlanta, GA 30339-6157 · (P) 800-886-0280