

Jules H. Greenwald

PROJECT DIRECTOR

Jules is a creative and visionary senior executive with over 35 years experience in the nonprofit sector. His proven ability to grow revenue through the conceptualization, development, and delivery of highly successful, innovative marketing strategies, campaigns, and programs makes him a valuable asset to every organization he works with. By utilizing a thoughtful approach, Jules creates results that lead to increased organization visibility while simultaneously producing measurable, bottom-line results. So far in his career, he has secured \$140 million in financial support from corporations, foundations, professionals, and individuals.

On every campaign, Jules brings his ability to solicit major support, whether it's a 5, 6, or 7 figure "ask." Additionally, clients benefit from his skill at developing strategic solutions to enhance and strengthen programs and initiatives involving multiple constituencies and his ability to establish and foster sound relationships to encourage investments in the organization's mission. Clients especially appreciate his ability to work within budget and calendar parameters, recruit top volunteers to lead campaigns, and the extra support he provides to campaign leaders.

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

Summary of Experience

- Executed campaigns that exceeded goal on an average of 20% throughout his professional career, e.g. his time at Chrohn's and Colitis Foundation of America, Worldwide Orphans Foundation, Arts Horizon, and several nonprofit fundraising consultancies.
- Successfully executed several multi-million dollar capital and general operating campaigns, with goals ranging up to \$30 million.
- Experience crosses a wide range of sectors throughout the nonprofit industry, including health organizations, medical centers and hospitals, economic development, community centers, and arts and religious organizations.
- Familiar with managing a variety of donor databases.
- Experienced in supervising development teams for a wide range of organizations.
- Capable of rapidly creating, designing, and effectively implementing marketing and public relations programs to showcase an organization's proposed program of work and add excitement to the fundraising campaign.

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

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