

DENIZ SATIR

Fundraising and Giving Leader

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Accomplished giving executive with track record of scaling and delivering accelerated revenue growth at local and national levels, having raised more than \$1B. Developed and built a \$70M+ annual national program based on securing leadership gifts in the \$10K - \$1M range. Skillful relationship builder and strategic networker, able to quickly establish trust with high-net-worth individuals and corporate leaders, build inspired boards, and grow community. Recognized industry leader, mentor, and trainer combining fundraising acumen with insights into the dynamics of philanthropy.

PROFESSIONAL EXPERIENCE

JDRF INTERNATIONAL (Juvenile Diabetes Research Foundation)

Nov 1993 – Aug 2020

Associate Vice President & National Director, Signature Events (2007 – 2020)

Led JDRF's largest and most successful fundraising initiative, delivering an inspiring leadership giving program within a high-end signature event program, raising \$78M at the height of the program in 2019.

- Increased revenue by developing strategic cultivation programs to retain and acquire gifts between \$10K - \$1M, across the organization.
- Achieved 75% of revenue from individual and corporate gifts over \$10K.
- During the global challenges in 2020, reimaged the gala fundraising model to mitigate risk while safeguarding and sustaining the program model to survive during and through the pandemic crisis.

Executive Director, JDRF Northwest & Seattle Guild (Accepted special 3-year assignment, 2016 – 2019)

Built and led partnership between JDRF's two Seattle business units, bringing them under one operational umbrella while retaining the respective identities of two distinct boards of directors, focusing on different segments of the community. Continued to serve as Associate Vice President & National Director, Signature Events.

- Oversaw growth from \$6M to \$7.5M across all revenue streams.
- Grew major gifts program from \$125K to \$1M annually.
- Executed a complicated merger, providing leadership and direction to two boards of directors and multiple committees and managing a staff of 12.
- Developed annual budget and accurate forecasts.

Associate Director, National, Gala & Special Events (2001 – 2007)

Elevated Seattle's fundraising model to the national level and scaled it across the United States, establishing JDRF's brand as the premier corporate and community campaign in more than 80 markets.

- Achieved unprecedented program success, doubling revenue from \$32M to \$64M.
- Developed best practices for pre-securing gifts of \$10K - \$1M to inspire increased giving and deliver 'magical mission moments' during live events.
- Identified new opportunities to continually improve the donor and guest experience throughout the annual campaigns including inspired leadership giving, and high-level touchpoints and donor experiences.
- Established strategic approach to pre-securing at least 60% of revenue prior to event.

Executive Director, JDRF Seattle Guild (1993 – 2001)

Led, managed, and developed a board of directors and committees made up of high profile social, community, and business leaders. Provided the vision for, and development and execution of, strategic and annual operational plans to successfully fundraise and grow their annual black-tie gala event.

- Grew Gala revenue from \$500k to over \$3M in eight years, ultimately achieving \$5M.
- Developed and championed JDRF's "live donation ballroom appeal," which became the cornerstone of JDRF's \$80M National Gala Program.
- Mentored staff teams and built a successful fundraising business model for JDRF nationally.

EARLIER CAREER HISTORY

Seattle Times

- Public Relations Coordinator
- Newsroom Assistant – City & Business News
- Advertising Customer Service

RECOGNITIONS

Recipient of JDRF's **OneAward for Mission** in 2014 for significant contributions to mission by creating and championing new ideas, increasing revenue and solidifying JDRF's prominence in the nonprofit healthcare space and establishing JDRF's gala program as the "gold standard" in the nonprofit community.

EDUCATION & TRAINING

BA, Business Administration & Economics, Eastern Washington University
Certificate of Public Relations, University of Washington