



Ryan  
Dumas



Project Manager, Fundraiser,  
Producer, Consultant

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Nonprofit Philanthropy,  
Strategy, & Finance



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## Work Experience

### Director, CCS Fundraising

December 2022-Present

### Associate Director, CCS Fundraising

March-December 2022

- Serving as nonprofit philanthropy and strategy consultant on the Mid-Atlantic & Southeast US team, providing embedded advisory services to create and implement impactful development plans for nonprofits.
- Personally solicited over \$22 million in gift indications.
- Led three feasibility and planning studies to assess organizational readiness for campaign activity and community receptiveness to proposed Case elements. Conducted over 100 strategic discussions with high-level stakeholders.
- Designed and implemented multiple comprehensive campaigns to raise over \$192 million including Campaign Plan and Timeline development, Case for Support creation, and prospect research.
  - Created personalized prospect portfolios for client leadership. Directed pipeline management, ensuring efficient movement of top prospects towards gift request. Utilizing detailed research, developed gift request strategies.
- Led a strategic planning processes to advance transformational organizational change.
- Designed consistent and comprehensive financial policies for organizations across sectors and campaign readiness levels.
- Assessed sector-wide performance through data analytics.
- Select client partners: Library of Virginia Foundation (Richmond, VA), Reading is Fundamental (Washington, DC), The Woodruff Arts Center (Atlanta, GA), Broward College (Ft. Lauderdale, FL), Bob Woodruff Foundation (New York, NY), National Association of Cancer Center Development Officers (Philadelphia, PA), Georgetown Preparatory School (North Bethesda, MD), Baltimore Symphony Orchestra (Baltimore, MD), National Links Trust (Washington, DC)

### Founder/Creator, New Work Risk Assessment Calculator

October 2021-Present

- Tool providing quantitative analysis on inherent risk in producing new works of live performance, weighing dramaturgical traits against major managerial considerations. CRM plug-in in development.
- Support from Literary Managers and Dramaturgs of the Americas, Arts Management & Technology Lab, Disney Theatricals.

### Development Consultant, On Site Opera

January-May 2022

- Developed new cultivation strategies for small and mid-level donors, leveraging OSO's unique site-specific model.
- Performed detailed CRM data and financial analyses and conducted contributed income audit.

### Development Associate, Pittsburgh Opera

May 2021-March 2022

- Created event budgets and sponsorship structures, including successful pitches of four new corporate sponsorships totaling over \$100,000. Managed Virtual Auction for net income of \$20,000.
- Led prospecting efforts for Maecenas Gala Host Committee and corporate additions to Board.
- Executed special events: liaised with vendors, tracked expenses, and managed data in Tessitura CRM.
- Promoted from Intern in November 2021.

### Development Intern, Pittsburgh Ballet Theatre

October 2020-May 2021

- Developed corporate sponsorship structure and benefits for Fireside Nutcracker and Open Air Series, strategy to increase long-term EITC state funding.
- Personally secured over \$180,000 in support, primarily through in-kind gifts from local small businesses.
- Re-designed new iteration of Young Professionals program and prepared for launch.

### Artistic Assistant, Roundabout Theatre Company

August 2019-April 2020

- Executive Assistant to Artistic Director/CEO and Associate Artistic Director. Managed budgets totaling over \$650,000.
- Produced 5 Opening Night performances/parties with Development office. Line produced 15 readings and workshops.
- Wrote dramaturgical material published in Broadway and off-Broadway educational guides. Read and wrote coverage on new plays in consideration for development and/or season production.

### Head of Showcase Fundraising, Carnegie Mellon School of Drama

August 2018-May 2019

- Managed team of 5 to raise \$50,000 while full-time students. Produced live events. Solicited corporate matches of \$7,000+.

## Education

**Carnegie Mellon University, Heinz College:** Master of Arts Management (*summa cum laude*)

**Carnegie Mellon University, School of Drama:** BFA Dramaturgy (*summa cum laude*)