

ALLEN C .DAWSON
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AllenC.Dawson@gmail.com

PROFILE: I'm an innovative thinker dedicated to social change and increasing public awareness. I've successfully risen over \$500,000 to support the arts and too create sustainable, forward thinking through my ability to build confidence, trust and relationships with key constituents. I'm an experienced salesman that has juxtaposed a career as an entertainment industry professional, who has the interpersonal and persuasive communication skills of a successful fund-raising steward. I'm methodical, yet original and expressive. See, also, www.allencdawson.com

HIGHLIGHT OF QUALIFICATIONS

- Director of a 501 (c) (3) organization responsible for staff and development
- Experienced Sales Professional (all areas of sales and customer relations)
- Entertainment Industry Professional with credits in commercials, television, stage, film
- Published Playwright with strong written and verbal communication skills
- Facilitates monthly discussions at the New York Society for Ethical Culture
- Support Center for Non-Profit Mgmt. Certificate in the "Fundamentals of Fundraising"
- Association of Fundraising Professionals Certificate in the "Fundamentals of Fundraising"

FUNDRAISING EXPERIENCE

- P.S. 59 Bronx
Accomplishments: sold lemonade and cookies
- Executive Director of the International Black Film Festival & Forum **'02-Present**
Accomplishments: responsible for Staff and Development; constructed a Development Department
- SD&A @Carnegie Hall **10/'08- 07/'09**
Accomplishments: raised over \$80,000 in memberships
- Producer of the Acapulco International Jazz Festival **'01-2006**
Accomplishments: identified sponsors and raised over \$200,000 in cash and value
- Direct Communications Marketing Management trainee **09/'05-02/'06**
Accomplishments: raised over \$10,000 for New York City Opera & Brooklyn Museum annual campaigns

PROFESSIONAL AFFILIATIONS

- Member of the Association of Fundraising Professionals (NY)

AWARDS/HONORS

- Honorably Discharged U.S. Army Veteran

- U.S. Army Honor Graduate (Fort Dix)
- Served as Executive Board member of the NAACP
- 1st African American to appear on the (ABC) Channel 7 Soap Opera “Ryan’s Hope”
- Semi-finalist in Chesterfield Screenwriters competition 2002
- Recipient of AFP Maurice Gurin Memorial (Fundraising) Scholarship 2008
- United Way NYC Non-Profit Leadership Academy Fellow (2008)
- Support Center for Non-Profit Management Trajectory Leadership Program (2011)

VOLUNTEER EXPERIENCE

- Volunteer AFP Fundraising Day New York '09
- NYC Department of Cultural Affairs-Grant Award Panelist '09 &'12
- Volunteer for Public Radio WBGO Jazz 88—Fund Drive/Special Events/Campaign Consultant
- Veterans Administration Hospital Volunteer
- Voter Registration- various campaigns
- Co- Chaired Screen Actors Guild N.Y. Ethnic Minorities /Joint Action Committees

TECHNICAL SKILLS

- Gift-Works fundraising software
- Knowledge of phone systems that include strata dial
- Knowledge of Solid State Electronics

FOREIGN LANGUAGES

Spanish: Read, Write, Conversational
 French: Currently studying at NYU
 German: Basic

HOBBIES & INTERESTS

Jazz, Vegan Baking, Vegetarian Cooking, Latin Music, Dance, Travel, Africa, Arts, Photography, Culture, Politics, Philosophy, Eastern Religion, Reading, History, Social Causes, Film,

EDUCATION

New York University (B.A. Social Sciences/Organizational Behavior & Communications Major, African Studies Minor) **Class of '13**

- University of Maryland Europe/Mannheim, West Germany- English and Writing

CERTIFICATES/PROFESSIONAL DEVELOPMENT

- Over 90 Certified Fund-Raiser Credits
- United Way NYC Junior Fellows Program @ Baruch School of Public Affairs 2008
- Support Center for Non-Profit Management- Fundraising and Management '09-current
- Foundation Center New York - Fundraising and Management '06- current
- Certified in Market Research at SEIU 1199