

Jamie Pimentel

Strategic community engagement leader with 7+ years of experience building relationships, leading events, driving revenue growth, and developing partnerships that create measurable impact.

Experience

Springfield Boys & Girls Club

Springfield, MA

Chief Development Officer

March 2026 – Present

Director of Development

May 2025 – March 2026

- Manages a development team (marketing, events, and fundraising), creating and implementing strategy to increase philanthropic revenue and community engagement
- Collaborates with program staff to align funding priorities with programmatic needs and ensure full program support
- Builds and stewards relationships with program alumni and longtime community supporters, engaging them as donors, community ambassadors, and event partners to strengthen organizational visibility
- Creates and guides a multi-channel annual fund program spanning direct mail, print, digital, and peer-to-peer campaigns, driving a 29% increase in annual fund revenue within the first year
- Drives donor stewardship for both individuals and corporate giving using donor data and historical giving patterns to strengthen retention and increase revenue
- Expands institutional giving by identifying new grant opportunities, leading proposal development, and cultivating foundation relationships to secure renewals and increase funding
- Analyzes donor and event data to evaluate performance, measure ROI, identify engagement opportunities, and optimize strategies for greater effectiveness, efficiency, and impact
- Oversees a portfolio of 3–5 annual fundraising and community engagement events, including a three-week event generating more than \$300,000, while developing event strategies that strengthen community partnerships, increase visibility, and drive sponsor and donor engagement
- Partners with board leadership to build a culture of philanthropy, resulting in 100% board giving and expanded board participation in donor engagement within my first year
- Collaborates with Finance to reconcile donor databases, ensure accurate revenue reporting, and maintain nonprofit compliance and best practices

Reach Out and Read Northeast

Remote

Development Officer

May 2022 – May 2025

- Developed and implemented donor stewardship strategies to grow major and mid-level donor portfolios
- Cultivated and stewarded philanthropic gifts ranging from \$500 to \$20,000
- Designed and executed donor communications, including monthly e-newsletters, appeals, and targeted solicitation campaigns
- Managed direct mail fundraising campaigns, achieving response rates up to 6%
- Led peer-to-peer fundraising initiatives, managing Classy platforms and tracking performance metrics
- Managed social media strategy to support donor engagement, fundraising campaigns, and brand awareness

Bridge Over Troubled Waters

Boston, MA

Development Systems & Data Administrator

August 2021 – May 2022

- Managed gift processing, tax acknowledgments, and donor records with accuracy and compliance
- Enhanced CRM database management to improve data integrity and reporting accuracy
- Prepared financial reconciliation reports and supported annual audits in collaboration with Finance
- Analyzed donor data and produced reports for leadership and board review

- Conducted donor research for board recruitment and capital campaign efforts
- Supported direct mail fundraising initiatives and stewardship strategies

St. Francis House

Boston, MA

Development Operations Supervisor

November 2020 – August 2021

- Maintained Raiser's Edge database integrity, including data cleanup and protocol development
- Supervised and trained development staff
- Oversaw gift processing, acknowledgments, and compliance procedures, including monthly reconciliation with Finance
- Collaborated on direct mail fundraising strategies and preparation

Development Associate

May 2019 – November 2020

- Processed donations and managed donor data and acknowledgments
- Supported fundraising events and donor communications
- Provided administrative support and assisted with fundraising events

Education

University of Massachusetts Boston

Bachelor of Arts in Political Science | Minors: Sociology, Public Policy

Honors: Summa Cum Laude; Dean's List (all semesters); Roger Feinstein Public Policy Award

Skills

- Event & Engagement Strategy: Event Planning & Execution, Sponsorships, Community Engagement, Partner Relations, Event Marketing
- Relationship Development: Major Gifts, Corporate Partnerships, Donor & Stakeholder Engagement, Stewardship, Board & Executive Relations
- Data & Business Impact: CRM Management, Performance Reporting, Revenue Analysis, ROI Measurement, Financial Reconciliation
- Leadership: Team Management, Cross-Functional Collaboration, Strategic Planning, Stakeholder Management
- Technology: Raiser's Edge 7 & NXT, Salesforce, DonorPerfect, Bloomerang, Constant Contact, Mailchimp, Hootsuite, AI productivity & workflow tools