

# ROGER J. KINGSEPP

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## **EMPLOYMENT**

### **New York University**

January 2011 – Present

#### *Senior Director, Strategy and Communications, Corporate and Foundation Engagement*

- Surpassed annual fundraising goals, securing \$2.6 million in FY 2012 and, most recently, \$7.1 million in FY 2018 for University priorities in humanities, social sciences, and scholarships. Successful cultivation of foundation program officers across diverse impact areas was essential to achieving these results.
- Received four promotions, from Corporate and Foundation Relations (CFR) Officer, to Senior CFR Officer, to most recently (September 2019), Senior Director in recognition of consistent exemplary performance and leadership.
- Worked closely with the Senior Vice President of UDAR on significant individual and institutional solicitations, developing programs and proposals for \$1 million to \$250 million.
- Partnered successfully with leadership in the provost office to articulate the case and secure funding for key University-wide initiatives, and forged strong collaborations with academic deans in several schools to advance their priorities, including the FAS Deans for Humanities and Science, Dean of Graduate School for Arts and Science, Dean of Libraries, and Dean of the Steinhardt School.
- Partnered with the Executive Director providing counsel on all department matters, including fundraising strategies, personnel, business operations, and new initiatives, and provided direct supervision and mentorship to four junior colleagues.

### **Manhattan Theatre Club**

September 2008 – December 2010

#### *Director, Institutional Giving*

- Oversaw the fundraising from foundations, corporations and government sources for a premier New York theatre company with the charge of securing nearly 30 percent of its annual contributed income goal. The theatre's annual budget was more than \$19 million.
- Highlights of my tenure include new funding from The Hearst Foundations (\$100,000 education program grant), the Rockefeller Brothers Fund (\$25,000 artistic development program grant), and New York City Capital funding in FY2010 (\$400,000) and FY 2011 (\$500,000).
- Provided supervision with a focus on professional development for a staff of two (a grant writer and an associate), as well as one intern.

### **Independent Consultant**

September 2007 – August 2008

Provided a wide array of fundraising and marketing services, including drafting foundation proposals and reports, major donor and direct mail appeals, researching foundation prospects, and helping to develop and execute both institutional and individual cultivation strategies. Clients included: Whitney Museum of American Art, FilmAid International, and Henry Street Settlement.

**Amnesty International USA** • New York, NY September 2000 – August 2007

Senior Writer

- Worked closely with senior staff and program directors developing successful proposals securing funding for key organizational initiatives, most notably a \$1 million grant for an expanded and integrated International Justice and Accountability program and a \$750,000 Kresge Foundation challenge grant to support technological enhancements under the banner of the *A Turning Point for Human Rights* comprehensive fundraising campaign.
- Conceptualized, researched, and wrote all major donor (\$5,000+) cultivations and solicitations, as well as foundation and corporate proposals for priority programs and campaigns, including Campaign Against Torture (2000-2001), Stop Violence Against Women Campaign (2004-2006), Denounce Torture! (2005-2007).
- Developed messaging for a youth recruitment campaign and Music for Human Rights initiative used across multiple communication channels and vehicles, including brochure, concert program, compact disc, website (musicforhumanrights.com), and viral flash animation.

**Hetrick-Martin Institute** • New York, NY August 1998 – March 2000

Coordinator of Institutional Giving

- Directed institutional and government fundraising for the premier non-profit organization meeting the social, recreational, and educational needs of New York City's lesbian, gay, bisexual, transgender, and questioning (LGBTQ) youth.
- Crafted solicitations for existing and new programmatic initiatives, including The Harvey Milk High School and a federal Housing and Urban Development funded transitional residence for homeless LGBTQ young adults.
- Researched new public and private funding sources and developed and implemented cultivation/solicitation strategies in concert with the Deputy Executive Director for Development and the Executive Director.

**New York Philharmonic** • New York, NY September 1997 – August 1998

Assistant, Foundation, Corporate, and Government Development (FCGD)

- Assisted Director and Associate Director with researching prospects and drafting proposals and reports to private and public funders. This included acknowledgement letters for the Chairman of the Board and Executive Director for all corporate and foundation gifts.
- Provided administrative support, including designing and maintaining spreadsheets to track solicitations and grants for all FCGD donors and prospects (nearly 500 organizations).

**EDUCATION**

**New York University Gallatin School of Individualized Studies**, M.A. in Individualized Studies focused on Performance Studies, 2018

**Wesleyan University**, B.A. English Literature, 1991

**VOLUNTEER SERVICE**

**Palissimo Dance Company**, Board Treasurer