

**Julie Berthoud-Jury, PhD, Dip
Fundraiser**

www.julieberthoud.com

Address: Flühgasse 60
8008 Zürich
Birth date & city: 18.02.1981 in Geneva
Nationalities: Swiss, German
Cell phone: +41 (0)76 306 5629
Email: julie.berthoud@gmail.com
Status: Married

EDUCATION

Certificate in Philanthropic Psychology, Dr. Jen Shang and Dr. Adrian Sargeant, Institute for Sustainable Philanthropy, UK	exp. Aug 2020
CFRE (Certified Fund Raising Executive) – application approved, exam on hold	exp. summer 2020
Diploma in Fundraising, Dr. Adrian Sargeant, Association of Fundraising Professionals / UK Institute of Fundraising / University of Plymouth, UK	2018
Ph.D., English & Comparative Literature, University of Cincinnati, USA Emphases in animal rights, ecofeminism, indigenous thought	2014
M.A., Comparative Literature, Louisiana State University, USA	2009
B.A., English, Louisiana State University, USA / Eberhard Karls Universität Tübingen, Germany, 2006. Minor: Spanish	2006

RELEVANT EXPERIENCE

SCHOMERUS - BERATUNG FÜR GESELLSCHAFTLICHES ENGAGEMENT Jan. 2020-present

Senior Consultant Zurich, Switzerland
Responsible for opening Swiss office branch, client acquisition, and strategy development for clients.

MÉDECINS SANS FRONTIÈRES, Zurich, Switzerland Aug. 2017-Nov. 2019

Major Gift Officer

Responsible for management and stewardship of portfolio of individual major donors and Cantons/Clubs in the German-speaking part of Switzerland. Focus on relationship building and donor-centered communication to deepen donor satisfaction, commitment, and trust (as per Sargeant; Burnett; Joyaux; Ahern; Triner; Pidgeon; Craver; Brooks).

- Co-developing and implementing MSF's strategic plan for major donor fundraising
- Qualifying & upgrading donors in caseload through personal outreach via visits, phone, email, mail
- Project management: major and mid-level donor survey sent to 4,000 supporters; coordinating stewardship events nationally and internationally; CRM taskforce member

AMERICAN RED CROSS, Cincinnati, Ohio, USA Sep. 2016-Apr. 2017

Major Gift Officer (annual budget of Cincinnati Chapter \$ 6,5 Mio.)

Responsible for management of mixed portfolio of 200 high-net worth donors including individuals, corporations, and foundations. Secured 5-figure gifts. Events ranging from televised telethon to corporate cultivation event. Maintained highly detailed contact reports in Salesforce.

CHANTICLEER CONSULTING, Cincinnati, Ohio, USA Jan.–Sep. 2016

Interim Development Manager at Ohio Valley Voices (annual budget \$ 1,5 Mio)

Managed all operational and administrative aspects of development office for client organization incl. maintaining CRM, donor files, gift acknowledgment process, vetting new CRM (Bloomerang). Maintained corporate, foundation, government, and private donor relationships. Planned and executed donor recognition events and large annual gala dinner with silent auction.

HUMANE SOCIETY OF THE UNITED STATES, Cincinnati, Ohio Dec. 2015–Apr. 2017

Volunteer District Leader

This higher level volunteer position includes communicating proactively, speaking to policymakers about humane legislation, reaching out to others about pending legislation, being dynamic and knowledgeable about issues, attending national and Ohio-state conference calls, and working well independently and within a group.

PETS IN NEED OF GREATER CINCINNATI, Cincinnati, Ohio, USA Jun.-Dec. 2015

Development Director (annual budget \$ 380,000)

Built a new development department from scratch and developed fund plan with measurable goals and donor-centered communication. Reinvigorated existing community relationships and created new partnerships. Managed new volunteers including recruitment, vetting, and training.

UNIVERSITY OF CINCINNATI, Cincinnati, Ohio, USA May 2010-Jun. 2015

LOUISIANA STATE UNIVERSITY, Baton Rouge, Louisiana, USA Aug. 2006-Apr. 2010

Research Assistant and University Educator

Performed research including analysis and verbal and written presentation of results. Collaborated with department chairs, researchers, faculty, staff, and students. Taught under- and graduate courses.

CONTINUING EDUCATION (ONLY COURSES LISTED 4 WEEKS AND LONGER)

- **Leading and Managing in Times of Crisis**, Veritus Group, Mar.-Apr. 2020.
- **Connecting to Donors in the Midst of Crisis**, Veritus Group, Mar.-Apr. 2020.
- **Member of Moceanic & the Fundraisingology Lab**, Apr. 2019-present.
- **Personalized Major Gift Coaching**, Dan Shephard, The Frontline Fundraiser, Sep. 2017-Mar. 2018.
- **Making Your Year-End Goals**, Veritus Group, Sep.-Oct. 2017.
- **Planned Giving on the Run Program Alumni**, 6-month seminar about process of creating a planned giving / legacy program, Greater Cincinnati Planned Giving Council, Sep. 2016-March 2017.
- **Gratitude Camp**, Shanon Doolittle and Beth Ann Locke, Oct. -Nov., 2015.

SELECT LEADERSHIP AND SERVICE

- **Speaker**, SOFIL's (Showcase of Fundraising Innovation and Inspiration) international speaking event "I Wish I'd Thought of That", Apr. 2020.
- **Author**, "So meistern Fundraiser weltweit die Krise" based on my blog post „Covid-19: 7 Fundraisers in 7 Places", Fundraiser Magazin, Mar. 30. Online: <https://web.fundraiser-magazin.de/so-meistern-fundraiser-weltweit-die-krise>
- **Founder**, Fundraising Rocks, personal blog (www.julieberthoud.com) to promote international fundraising expertise, Mar. 2020.

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SELECT LEADERSHIP AND SERVICE (CONTINUED)

- **Member**, SwissFundraisingDay Program Council, Jul. 2018-present.
- **Member & co-founder**, SwissFundraising Major Gift Working Group, Oct. 2017-present.
- **Member**, Association of Fundraising Professionals International Development Committee, Feb. 2017-present.
- **Co-Director**, National Philanthropy Day (annual event with 900 guests), Nov. 2016-May 2017 and **Leader** VIP Reception Committee and Communications Committee, National Philanthropy Day AFP, Cincinnati, Apr. 2015-Nov. 2016.
- **Board Member**, Portaluca (Dress for Success Affiliate), Cincinnati, Jul. 2015- Apr. 2017.
- **President** (2009–10), **Co-Founder and Charter Member** (2009–10), Comparative Literature Graduate Organization, Louisiana State University.

ORGANIZATIONS

SwissFundraising, Association of Fundraising Professionals, Deutscher Fundraising Verband

INTERESTS

Relationship fundraising, outdoors, yoga (registered yoga teacher 200), travel

LANGUAGES

English – fluent German – fluent French – working knowledge Spanish – working knowledge