

# Chaz Dykes

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http://chazdykes.com



## Experience and Qualification Highlights:

- Solid sales, marketing, and fund raising experience with strengths in face to face closing.
- Successful at creating and managing programs to expand client/customer base and increasing revenue streams.
- Vast experience working with corporate underwriters/sponsors and high net worth clients.
- Seeking Executive Director/Development Director position with an established organization focused on customer/client base expansion.

## San Diego Symphony 2005-2011

Associate Director - Annual Fund  
San Diego, CA

- Managed \$8.3 million in annual gifts for a major non-profit Arts organization with a total annual budget in excess of \$19 million.
- Oversee daily operations of Development Department, this includes:
  - Staff relations
  - Client relations
  - Corporate relations
- Created "Young Professionals" program to attract and maintain new base of public support and replace existing clients/donors.
- Oversight and expansion of Advisory Board to increase overall member participation and to identify potential future members for the organizations Board of Directors.
- Skilled at attracting new clients and cultivating present clients for greater organizational support (increasing revenue stream).
- Cultivation of "mid-level" clients/donors toward "major" status.
- Collaborating with Directors of Corporate Development to secure and maintain revenue from corporate sponsors/underwriters.
- Training mid-level, entry-level, and volunteer staff in order to maximize their value at a minimum cost to the organization.
- Management and oversight of Special Events staff in developing and expanding activities to attract new clients and broaden client/donor base.
- Work closely with various committees and Board members (Boards of Directors, Advisory Boards etc.) to identify potential revenue opportunities from public sources.

## San Diego National Bank 1992-2005

General Services Administrator  
San Diego, CA

Main functions - facilitating transition during major corporate expansion phase (branch acquisitions). Coordinate supply distribution from main branch operation to 17 branches throughout San Diego County.

## Education

High school (1981) and College (1986) diplomas  
Applied Arts Degree - Hawkeye State College – Waterloo, Iowa 50701  
Real Estate License (current) Affiliate- Masterpiece Realty

## References

Available upon request