

# RACHEL PAIGE KATZ

## CONTACT

(443) 756-6347 📞  
rachelpaigekatz@gmail.com @  
New York, NY 📍  
linkedin.com/in/RPK in  
www.rachelpaigekatz.com 🌐

## SKILLS

Windows and Mac fluent  
Microsoft Office  
Asana  
ClickUp  
Hubspot  
Monday.com

### FUNDRAISING

Abila Fundraising 50 & Online  
Bloomerang  
FundraiseUp  
Salesforce  
Tessitura

### DESIGN

Adobe Creative Suite  
HTML5/CSS  
MailChimp  
Wix  
WordFly

## AFFILIATIONS

### AIGA ATL

Rise Up! Mentorship Program, 2017

### Georgia Association of Museums

Member and speaker, 2022-present

### Kidrobot

San Diego Comic Con Booth Designer  
and Manager, 2014-present

### MetroATL Women in Business for Good

Co-Lead 2023-present

### Southeastern Museums Conference

Program Committee, 2021-present  
Session Presenter, 2017-present

## EDUCATION

### B.A. ART HISTORY

Columbia University ('10)  
New York, NY

### B.A. ART HISTORY

Albert A. List College ('10)  
New York, NY

### M.A. ART HISTORY

Jewish Theological Seminary ('11)  
New York, NY

*Berg Foundation Fellow*

### A.A. GRAPHIC DESIGN

The Art Institute ('16)  
Atlanta, GA

## PROFESSIONAL PROFILE

A dedicated fundraising professional with more than 10 years of experience in stewardship and cultivating significant relationships. Outcomes focused with a strong foundation in project management, KPI reporting, data analysis, graphic design, and budget administration. Combining right brain creativity and left brain analytics to deliver creative solutions for projects that are methodically executed.

## EXPERIENCE

### FUNDRAISING CONSULTANT

DONORLY | New York, NY | Employed 08/2022 – 02/2025

HEAD OF BUSINESS DEVELOPMENT 08/2024 – 02/2025

- Created and implemented of cold outreach strategies to identify and pursue opportunities through prospecting, lead generation, and relationship building.
- Build and maintain a robust pipeline of prospective clients through networking, speaking engagements, industry events and conferences, and other outreach activities. In addition to potential client outreach, also created a referral pipeline through networking and relationship building with clients, industry partners, and a variety of personal connections.

MANAGING CONSULTANT 08/2022 – 07/2024

- Served as Director of Strategic Partnerships embedded in client Undue Medical Debt, overseeing all corporate and foundational fundraising efforts, resulting in 6- through 8-figure gifts. Direct reports included the Grant Writer and Strategic Partnerships Associate. Aided in the acquisition of Undue's second grant from MacKenzie Scott, totalling \$30M.
- Provided weekly consulting for other clients, including the Computer Museum of America and Share Winter.

### DEVELOPMENT MANAGER

HIGH MUSEUM OF ART | Atlanta, GA | Employed 01/2019 – 07/2022

- Secured private support from individuals through solicitation of major gifts for Director's Circle, an annual fund membership program, at the \$12.5K-\$25K levels, totalling \$1.84 million annually.
- Stewarded current donors, researched to identify and target individual giving prospects, develops strategies of solicitation, and cultivates prospective donors.
- Created in-depth statistical analysis of Director's Circle program over 10 years.
- Grew the program 15% in number of members and 18% in revenue.
- Additional responsibilities included event planning, managing the domestic and international travel program, creating newsletters and digital communications.

### DIRECTOR OF MEMBERSHIP AND VISITOR SERVICES

THE BREMAN MUSEUM | Atlanta, GA | Employed 07/2011 – 12/2018

One of 7 senior staff members, led Membership Committee of 20 board members.

- Managed donor database and entirety of membership process from solicitation to financial transactions, creation of membership materials, and mailings.
- Initiated active recruitment methods for membership, restructured the benefits program, and designed membership materials. The Museum saw a 17% increase in membership over 4 years, growing member households from 850 to over 1000.
- Managed the Museum Store and staff, admissions, customer service, and visitor services, including the tour and volunteer program with the volunteer manager.
- Installed and implemented a new retail management system (NCR Counterpoint).
- Responsible for managing budget, inventory, and executing creative displays.
- Rebuilt the Museum's website and continued to manage the site throughout tenure. Aided Marketing Director with social media campaigns.
- Hired, trained, and motivated 8 staff members, including the membership coordinator, volunteer manager, and social media coordinator.