

Brian William Moran

MAJOR GIFTS OFFICER – MGH INSTITUTE OF HEALTH PROFESSIONS

March 2024—Present

- Manage and develop a portfolio of 125-150 major gift prospects, including strategy, cultivation, solicitation, and the closing of gifts
- Proactively stay abreast of academic, clinical, research, and administrative initiatives and needs, and identify prospective donors for those needs
- Write proposals and work with Development staff, IHP faculty and other IHP colleagues on proposal development and presentations
- Participate in MGB Enterprise Development Council related to major gifts
- Staff volunteers and volunteer councils and committees

PROGRAM OFFICER – DANA-FARBER CANCER INSTITUTE, ANNUAL GIVING

January 2022—February 2024

- Cultivate, solicit, and steward a portfolio of 500-600 annual fund donors, surpassing revenue goal of \$500,000 by 8% in 2022 and 23% in 2023
- Prepare and showcase various funding opportunities to maximize donor engagement and return on investment, converting 50% of all gift conversations into donations in 2023, exceeding team standard by 10%
- Conduct over 2,000 touchpoints with donors annually, including custom stewardship focused on maximizing engagement and building long-term sustainable relationships
- Manage over 80 donor visits annually, cultivating strong relationships within my portfolio with an average of 42% of visits yielding an increase in giving from FY21-FY23
- Collaborate with employees across the division to elevate gift conversations and qualify prospects for principal, major and planned gift solicitations, including 20+ internal strategy meetings
- Analyze giving and pool data over time to inform new and current donor strategy
- Oversee and manage Annual Giving's Workforce Development Student internship program, strategizing a seven-week plan for an annual summer student intern
- Member of the Inclusion, Diversity, and Equity Annual Giving subgroup tasked with infusing related materials into internal and external stewardship strategies on a quarterly basis

ASSISTANT – DANA-FARBER CANCER INSTITUTE, ANNUAL GIVING`

April 2019—December 2021

- Assisted in the overall management of the Annual Giving Prospect Team's portfolio, including donor visits, requests, stewardship and solicitations
- Provided excellent and compassionate customer service to donors and patients who call or email the Annual Giving phone line or inbox
- Collaborated with divisions across the Dana Farber network, ensuring all deadlines were met

PRACTICE ASSISTANT – BRIGHAM AND WOMEN'S HOSPITAL, OUTPATIENT ORTHOPEDIC CLINIC

January 2018—March 2019

- Efficiently communicated and coordinated with medical assistants and physicians within the Orthopedic, Orthopedic Technology, Rheumatology, Allergy, Immunology, Podiatry and Radiology departments to ensure for a smooth patient experience
- Ensured all billing and fiscal information was completed pre and post visit, including collection and daily reconciliation of all co-payments, setting clinical highs hospital wide in securing co-payments at just under 80%

Education

Gettysburg College – *Bachelor of Arts in History*