

# ELEONORA SUNKLE

Director of Development

[eleonora.sunkle@gmail.com](mailto:eleonora.sunkle@gmail.com)  
(438) 675-1816  
123 Maple Street, Little Rock, AR 72201



## PROFILE

A dynamic and results-driven Director of Development with 5 years of experience in leading high-performing teams, driving fundraising strategies, and fostering donor relationships. Proven success in implementing innovative fundraising campaigns, securing major gifts, and expanding revenue streams. Adept at collaborating with cross-functional teams and engaging stakeholders to achieve organizational goals. Strong strategic planning and project management skills, with a track record of exceeding fundraising targets and enhancing organizational visibility.

## LINKS

[linkedin.com/in/eleonorasunkle](https://www.linkedin.com/in/eleonorasunkle)

## SKILLS

- Fundraising
- Networking
- Budgeting
- Salesforce
- Grant-writing
- Project Management
- Donor Relations

## LANGUAGES

- English
- German

## EMPLOYMENT HISTORY

- Director of Development at Arkansas Symphony Orchestra, AR**  
Feb 2023 - Present
  - Secured a \$1.5 million grant from the National Endowment for the Arts, resulting in a 25% increase in annual funding for the Arkansas Symphony Orchestra and enabling the expansion of educational programs and community outreach initiatives.
  - Increased individual donations by 40% within two years through the implementation of targeted fundraising campaigns, cultivation of new donor relationships, and stewardship of existing supporters, raising an additional \$500,000 in annual revenue.
  - Launched a successful corporate sponsorship program, securing partnerships with 20 local businesses and generating \$300,000 in new revenue, contributing to the overall financial stability and growth of the Arkansas Symphony Orchestra.
- Associate Director of Development at Heifer International, AR**  
Jul 2018 - Jan 2023
  - Successfully raised over \$2.5 million in funds through targeted donor outreach and grant proposals, contributing to a 25% increase in Heifer International's annual revenue within a two-year period.
  - Developed and implemented a comprehensive fundraising strategy that engaged over 1,000 new individual donors, leading to an increase of 15% in donor retention rate.
  - Led a team of 10 development professionals in executing 20+ successful fundraising events, including galas, charity auctions, and donor appreciation dinners, resulting in a total of \$500,000 raised for Heifer International's programs.
  - Established strategic partnerships with five major corporations, securing over \$1 million in corporate sponsorships and in-kind donations to support Heifer International's mission to end hunger and poverty.

## EDUCATION

**Master of Business Administration in Nonprofit Management at University of Arkansas at Little Rock, AR**  
Aug 2013 - May 2018  
Relevant Coursework: Strategic Planning and Implementation, Nonprofit Financial Management, Organizational Development, Fundraising and Resource Development, Marketing and Communications, Social Entrepreneurship, Nonprofit Governance and Board Management, Program Evaluation, and Grant Writing.

## CERTIFICATES

Certified Fund Raising Executive (CFRE)