

MARGAUX DECONCINI

MSW, CFRE

NON-PROFIT EXECUTIVE

SUMMARY

Visionary and results-oriented nonprofit leader with 15+ years of experience driving organizational growth through strategic planning, philanthropic partnerships, and multi-channel revenue generation. Demonstrated success in executing high-return fundraising campaigns, growing donor pipelines, and leveraging communications to drive engagement and financial impact. Passionate about expanding access to mental health services. Recognized for exceeding revenue goals, securing transformative gifts, and building resilient development infrastructures. CFRE-certified changemaker with a strategic mindset and collaborative spirit.

WORK EXPERIENCE

Development Coordinator | Reach for Recovery | Holland, MI2024-Present

- Launched the organization’s first development program, building a strategic fundraising foundation that drove long-term growth.
- Engineered a multi-year fundraising plan that boosted revenue through major gifts, grants, corporate sponsorships, and donor campaigns.
- Secured six-figure grant awards and unlocked new funding streams to expand mental health and recovery services.
- Produced high-impact fundraising events and campaigns, significantly increasing donor engagement and brand reach.
- Created mission-aligned marketing materials to amplify visibility and inspire giving.
- Cultivated key relationships with board members, funders, and partners to strengthen long-term support.
- Streamlined internal systems by introducing SOPs and building robust data tracking tools for donor stewardship and reporting.
- Founded and led the Employee Empowerment Committee to elevate staff voice, boost morale, and promote a positive, collaborative culture.

Development Director | Therapeutic Riding of Tucson | Tucson, AZ2019-2024

- Designed and executed fundraising strategies that consistently delivered sustainable revenue and deepened donor engagement.
- Led a successful \$1.4M capital campaign to build a covered arena, securing major gifts, grants, and broad community support.
- Grew the donor pipeline through targeted cultivation, resulting in stronger relationships and expanded funding opportunities.
- Secured major grant funding and ensured compliance through strategic proposal writing and impact-driven reporting.
- Managed the development budget and tracked KPIs to align financial goals with organizational growth.
- Built and launched marketing campaigns that elevated brand visibility and inspired giving.
- Produced and led annual fundraising events that generated over \$400,000, fueling both revenue and community connection.
- Optimized donor management using CRM systems to ensure accurate records and effective stewardship.
- Forged community partnerships to expand reach, boost collaboration, and amplify mission impact.

Fundraising Consultant | Owner, CENERGI Consulting2018-Present

- Soupported 20+ nonprofit clients in designing tailored fundraising plans, campaigns, and grant strategies—generating a combined \$2.3M+ in revenue.
- Led a grant strategy for a rural behavioral health provider, increasing public funding by 250% in 18 months.
- Advised executive teams on campaign messaging and board engagement, helping launch and complete multiple capital and capacity-building campaigns.
- Created actionable donor communication plans that helped clients improve acquisition, retention, and average gift size.
- Conducted development audits and feasibility assessments, identifying strategic opportunities and correcting revenue leakage.

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📍 Grand Haven, MI | 49417

EDUCATION

Master of Social Work  
University of Southern California  
Social Change and Innovation | 2019

Bachelor of Science  
University of New England  
Occupational Science | 2012

SKILLS

- Strategic Planning & Execution
- Mission-Driven Leadership
- Cross-Functional Team Collaboration
- Fundraising Strategy & Capital Campaigns
- Public & Government Relations
- Donor Engagement & Stewardship
- Stakeholder Partnerships
- Project Management
- Grant Writing & Compliance
- Communications & Brand Strategy
- CRM & Data Analytics
- Organizational Culture & Change Management

CERTIFICATIONS

Certified Fundraising Executive  
(CFRE) | 2023

Non-Profit Leadership +  
Management Certificate  
University of Arizona Eller Executive  
Education Program | 2023

Grant Seeking Certificate  
Cornerstone Foundation | 2023

Marketing Certificate  
Cornerstone Foundation | 2022