

Ryan Clement

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Professional Summary

Portfolio management and prospect development leader with 7+ years advancing nonprofit fundraising, currently steering prospect strategy for the Cleveland Museum of Art's \$350M comprehensive campaign. Expert in building data-driven pipelines, optimizing gift officer portfolios, and uncovering high-value prospects through advanced analytics and AI. Adept at aligning donor engagement strategies with institutional priorities, training teams on CRM best practices, and delivering actionable insights that accelerate revenue growth.

Education

Franklin University – M.S. Business Psychology, 2022, summa cum laude

Franklin University – B.S. Business Management & Leadership, 2021, magna cum laude

Core Competencies

- Portfolio & Pipeline Strategy
- Prospect Management Operations
- Data Analytics & Dashboarding
- CRM Optimization (Salesforce, Tessitura)
- AI-Driven Prospect Identification
- Cross-functional Collaboration & Training
- Campaign Planning & Readiness
- Team Leadership & Performance Metrics

Technical Skills

Microsoft 365 • Salesforce • Tessitura • Blackbaud • iWave/Kindsight • LexisNexis • Power BI • Python • OpenAI/ChatGPT • Slack • WordPress • MacOS

Professional Experience

Cleveland Museum of Art | Manager of Philanthropic Research & Portfolio Strategy

Feb 2022 – Present | Cleveland, OH

- Direct prospect management program supporting a \$350M comprehensive campaign; oversee assignment, portfolio optimization, and stage progression for 10 principal and major gift officers, ensuring balanced workloads and healthy pipelines.
- Designed portfolio engagement standards and instituted monthly pipeline review meetings with development leadership, increasing active solicitation proposals by 35% year-over-year.
- Built Power BI dashboards integrating Tessitura CRM and wealth-screening data to visualize portfolio health, capacity coverage, and conversion milestones, enabling data-driven decisions.
- Generated 957 donor research profiles and 26 event briefings (40-70 guests each), improving pipeline depth by 700% and accelerating cultivation of high-capacity prospects.
- Crafted donor pools for targeted mini-campaigns (Fine Arts Garden, Florida fundraising, Baroque Gallery renovation, and 13 endowed chair namings), yielding hundreds of qualified prospects and advancing key leads to solicitation.

- Leveraged AI/NLP workflows to automate wealth segmentation and news monitoring, cutting research time by 50% and surfacing new major-gift leads weekly.
- Partner with C-suite, curators, and board committees to align prospect strategy with institutional priorities; present actionable insights that inform campaign readiness and resource allocation.
- Train and mentor gift officers on Tessitura moves-management workflows and best practices; authored the museum's prospect management policy manual adopted in 2024.

College Now Greater Cleveland | College & Career Advisor

Aug 2021 – Feb 2022 | Cleveland, OH

- Consulted with 400+ stakeholders and community members, leading workshops that increased participation in post-secondary planning initiatives.
- Analyzed engagement data using CRM, Excel, and Power BI to identify underserved segments and improve service delivery.

Express Employment Services | Staffing Consultant

Mar 2021 – July 2021 | Lakewood, OH

- Managed full-cycle recruiting and talent onboarding for 100+ associates, ensuring data integrity in CRM/HRIS systems.
- Optimized job postings for platform algorithms, improving candidate quality and volume.

K-Force | Customer Service Representative

Dec 2021 – March 2022 | Lakewood, OH

- Four-month contract with Panera Bread Company
- Assisted customers with an array of ordering and technical issues

Tremont West Development Corp. | AmeriCorps VISTA & Farmers' Market Manager

2018 – 2020 | Cleveland, OH

- Secured \$14K+ in grant funding and built community programs reaching 500+ residents.
- Managed Tremont Farmers' Market (50 vendors, 100+ weekly attendees) and enhanced sponsorship engagement.

Playhouse Square | Ticket Sales Representative

2016 – 2018 | Cleveland, OH

- Delivered sales and support for high-value donor memberships and subscription packages; recognized for sales excellence.
- Led volunteer training to improve guest experience at major events.

