

JAVIER “JAY” L. ZAMBRANO

EDUCATION

The University of Texas at San Antonio, San Antonio, TX
Master of Public Administration, December 2006

Texas A&M University-Kingsville, Kingsville, TX
Bachelor of Business Administration,
Marketing with International Certification, December 1994

Universidad de Viña del Mar, Viña del Mar, Chile
South American Exchange Program, Summer 1993

CAREER HIGHLIGHTS

- Over twenty-two years of successful fundraising experience at four Hispanic-Serving Institutions across Texas and two Non-profit organizations that focus on work with Hispanic colleges and universities
- Have been part of university and non-profit advancement teams that have raised more than \$200 million
- Have led the effort and personally asked and secured over \$35 million for different student and faculty initiatives
- Championed effort to turn a small fledgling non-profit (Adelante) in San Antonio to become a major player in the recruitment for Hispanic college students for Corporate America

PROFESSIONAL HISTORY

October 2021 – Present

Vice President for Development, University of Texas Rio Grande Valley, McAllen, TX

Provide leadership for a development team made of up ten college development officers, planned giving, annual giving, and corporate and foundation relation professionals. In the first quarter of my tenure as Vice President, we have seen the most successful quarter this fiscal year to date since the inception of the university (Approximately \$8 million; a 50% increase over last year’s first quarter). I also provide administrative leadership by working and mentoring my team on strategy, program targets, plus annual and monthly goals on college-specific priorities with the Deans and the University Administration. I work directly with the Executive Vice President for Institutional Advancement on planning a strategic vision and ensuring operational excellence for a comprehensive development program and upcoming campaigns and efforts. I take a lead role in ensuring we build, mentor, and maintain a collaborative team of high-performing fundraisers that work across the institution and throughout the university to secure gifts supporting university-wide and unit-based priorities, initiatives, and programs. Other responsibilities also include participation in university institutional assessment planning, HOP Committee, technology and change management committee, endowment reporting and review, plus representing UTRGV at public engagements on an ongoing basis.

April 2019 – October 2021

Associate Vice President for Development, University of Texas Rio Grande Valley

Responsible and accountable for leading the development team in cultivating and soliciting individual major and principal gift donors, corporate and foundation donors, alumni, and annual gifts in support of university/college-specific initiatives and priorities that have collectively secured and average \$30 million annually. I have led and mentored this team of high-performing fundraisers that work across the institution and throughout the university to secure gifts supporting university-wide and unit-based priorities, initiatives, and programs. I also managed my own respective portfolio of major gift prospects and donors for the Robert C. Vackar College of Business and Entrepreneurship. My other duties are to develop and implement policies, standards, guidelines, and privacy regulations for each of my respective colleges.

August 2015 – April 2019

Senior Director of Development, University of Texas Rio Grande Valley

My responsibilities included providing leadership and management of an integrated development program to raise both restricted and unrestricted philanthropic gift commitments for the School of Medicine and the Robert C. Vackar College of Business and Entrepreneurship. Working alongside my Vice President, President, and respective deans, we secured support that resulted in the naming of the Vackar College of Business (\$15 million) and approximately \$2 million over the

PROFESSIONAL HISTORY (cont.)

last three fiscal years in additional funding for the colleges. As the only Senior Director at the time, I also served as a mentor for the new development officers, oversaw development interns, and served as an advisor on a when needed basis to the Institutional Advancement Administration on donor strategies, organizational management, and new processes that could help the division become more efficient and successful. My other duties included assisting in developing policies, standards, guidelines, and security monitoring processes and privacy regulations for each of my respective colleges.

October 2010 – August 2015

Executive Director, Adelante U.S. Education Leadership Fund, San Antonio, TX

All fundraising efforts and attendance of Adelante's National Leadership Institute and its scholarship program tripled since my arrival (received two (2) major corporate grants and sponsorships of \$5 million). As Executive Director, I oversaw an Assistant Director of Student Services, a part-time assistant, over thirty volunteers (during Leadership Institute), and a team of local and national university interns. Responsibilities included leading all fundraising, program development, public and media relations, marketing, fiscal management, and facilitating sound strategic planning to ensure Adelante's overall effectiveness, integrity, and sustainability. Other responsibilities included being the direct contact of the Board of Directors, and the spokesperson for the organization, including representing Adelante in the media and at public speaking engagements (in English and Spanish).

December 2009 – October 2010

Director of Development, Texas Tech University Health Sciences Center, Foster School of Medicine and the Hunt School of Nursing, El Paso, TX

Responsible for securing major gifts in support of the Foster School of Medicine and the Hunt School of Nursing and cultivating, soliciting, and stewarding the Health Sciences Center's most valuable donors, potential donors, and friends. I was part of the team that secured the gift that named the Gayle G. Hunt School of Nursing (\$10 million). Guided by the direction of the Texas Tech University System and the Deans of each college, the position is also responsible for developing and executing strategies leading to solicitations for local, regional, and global prospects. Other responsibilities included developing case statements and representing the college in the community as requested. I also worked with the Dean's Advisory Council, Development Board, and other members of the University Advancement Team across the Texas Tech System in cultivation and solicitation activity for the support of system-wide projects.

December 2006 –December 2009

Executive Director of Development, Texas A&M University-Kingsville, Kingsville, TX

Led the development and implementation of a comprehensive major gifts program to support priority advancement objectives for the university. This major gifts program was carried out through ongoing personal visits from a portfolio of prospects (\$100,000+) made of alumni, friends, corporations/foundations. Duties also included working closely with the President, Vice President of Institutional Advancement, Deans, and other university administrators on the university's first-ever capital campaign which raised more than \$17 million. Other responsibilities included organizing and implementing strategic college-specific support campaigns through annual giving. As head of the Office of Development, I was responsible for the management of ten development staff members and campaign call center employees.

Other pertinent work experiences:

<i>4/2004–12/2006</i>	<i>Assoc. Director of Development, College of Education and Human Development, UTSA</i>
<i>4/2000 – 4/2004</i>	<i>Dir. of Development, Hispanic Association of Colleges and Universities (HACU)</i>
<i>7/1999 – 4/2000</i>	<i>Assoc. Director of Development, Office for Institutional Advancement, TAMU-Laredo</i>

SKILLS

Languages: Fluent in English and Spanish (Conversational)

Communication: Effective presentations skills; Speech writing and event script writing

Computer Software: MS Office (Word, Excel, and PowerPoint), Raisers Edge (Blackbaud)

ORGANIZATIONS

University of Texas Rio Grande Valley Staff Senator

(September 2016 – September 2018)

Council for Advancement and Support of Education (CASE), Member

(August 1999 – Present)

Texas A&M University - Kingsville President's Leadership Council Member

(April 2015 – May 2016)

American College Personnel Association (ACPA): Latino Network – Supporting Latin@ Student Success Award National Nominee

(March 2015)

Pi Alpha Alpha Honor Society Member (UTSA Public Administration Honor Society)/Alumnus of the Year

(February 2015)

Texas A&M University - Kingsville College of Business Administration Advisory Board Member

(October 2011 – May 2018)

The University of Texas at San Antonio College of Public Policy Active Alumni Member

(December 2006 – Present)

Texas A&M University - Kingsville Alumni Board; Alumni Member

(October 2003 – October 2006; Current)

National Society of Hispanic MBAs (NSHMBA), Corporate Advisory Board Member

(October 2002 - April 2004)

Association of Fundraising Professionals (AFP), Member

(April 2000 – October 2010)

RECENT PRESENTATIONS

2015 Adelante Leadership Institute, San Antonio

Fundraising 101 Session and Opportunities at HSIs

2014 HACU National Conference, Denver

Latino Leadership Institute, Roundtable on “The Nuts and Bolts of Fundraising”

2009 HACU National Conference, Denver

General Session, “Fundraising Challenges and Opportunities”; Co-presenter along with representatives from Lehman College (NY) and Florida International University