

Susan Cruse



Susan Cruse, Senior Consulting Vice President, has nearly 40 years of professional management experience in both higher education and the private sector. Susan brings her expertise to the firm's partners and clients primarily in our healthcare and academic medicine practice area.

Prior to joining GG+A, Susan served as Senior Vice President, Development and Alumni Relations, at Emory University for over 10 years. In this role, she led development and alumni relations activities to advance Emory's vision, mission and strategic plan. Under her leadership, the university raised \$657.8M in philanthropy for fiscal year 2018, with post-campaign annual targets averaging \$235M a year. Susan also successfully led the first \$1B+ campaign in the state of Georgia. In addition, Susan served as a member of Emory University's executive management team (President's Cabinet).

Prior to Emory, Susan worked for Johns Hopkins Medicine, first as Executive Director of Development Fund and later as Associate Vice President of Development and Alumni Relations. In this role, Susan developed and refined a fundraising strategy for a \$1 billion dollar Johns Hopkins Medicine campaign. She directly participated in principal gift fundraising activities and created programs that ensured both a successful campaign and increased support levels post-campaign. Susan also served as a member of the senior leadership team of both the CEO/Dean and the Vice President for Development and Alumni Relations.

Susan holds a Bachelor of Arts in English from UCLA and has been a key participant in many professional conferences and forums on fundraising, advancement and alumni relations, and other philanthropic topics.

