

## Joanne Donahoe



Joanne Donahoe, Consulting Vice President, brings over 20 years of experience in advancement services, strategic talent management, alumni engagement, board relations, and capital campaigns to GG+A's expanding presence in the UK and Europe. She currently serves as the Director of Development & Alumni Relations at the University of Southampton in southern England, overseeing all aspects of philanthropic income generation, alumni relations and supporter engagement, and data analytics and operations.

Since assuming her current role at the University of Southampton in 2014, Joanne has led her team to deliver a tripling in the University's annual income, cementing philanthropy as an essential factor in the success of the University's long-term strategy. She is the architect behind the University's historic £25 million campaign for the University's new Centre for Cancer Immunology, the first of its kind in the UK, and is now leading the University in preparations for a £100m+ campaign.

Joanne previously served as the first Associate Director of Fundraising in the University of Southampton's Office of Development & Alumni Relations, establishing a comprehensive development program that yielded gains every year in fundraising metrics. She was also the first Advancement professional for the National Oceanography Centre, Southampton, one of the top five oceanography centres in the world, and successfully elevated the Centre's fundraising and engagement strategy and process.

Prior to her time in the UK, Joanne worked in various capacities in the Development and Advancement offices at San Diego State University. She helped create and establish the President's Leadership Fund, an unrestricted, annual leadership giving program that she managed as Assistant Director during its initial years of rapid growth and income generation. Later, as the University's first Director of Special and Annual Giving, Joanne worked closely with deans and senior leadership of the University to support leadership annual giving and conceptualize a pipeline for major gift donors, laying the groundwork for the University's first comprehensive campaign. She also served as Programs Coordinator for The Campanile Foundation, the University's first philanthropic foundation. The bulk of Joanne's experience, gained through long tenure at two globally leading Universities, has been stepping into new roles and delivering successful outcomes and positive team culture in environments of significant change.

Joanne is a long-time member of the Council for the Advancement and Support of Education and has presented at a number of professional development conferences on advancement, fund-raising, and stewardship in higher education. She holds a Bachelor of Arts in History from the University of California at San Diego, and a Master of Arts in History from San Diego State University.