

MICHAEL J. ZIMMERMAN

Mjzglobal@gmail.com 

[Michael J. Zimmerman](#) 

[@MichaelJZim](#) 

(732) 261-4210 

page 1



WHAT PROPELS MICHAEL J. ZIMMERMAN

The world's deep divisions and challenges present immense opportunities for philanthropic innovation. A more inclusive and represented society starts with the individual, listening to people's aspirations, asking questions, and identifying what's shared. Unleashing the power of people and organizations can turn ideas into actions, change systems, and build collaborations for lasting impact. My work lives and breathes at the intersection of opportunity and possibility. My heart for humanity reinforces my commitment to this work.

My passion for philanthropy is rooted in both professional and academic experiences. Shaped by nine years of work in fundraising, development, and nonprofit management, an M.A. in Philanthropic Studies, and a post-graduate fellowship with The Patterson Foundation (TPF), I find myself driven by an increasingly nuanced understanding of the ever-evolving challenges of the 21st-century. I am dedicated to work that moves society from scarcity to abundance, silos to systems, issues to aspirations, and outputs to outcomes. By embracing new and innovative models that seek to address our world's most pressing concerns, I am eager to put my experience, expertise, and passion to work.

TPF Fellow | The Patterson Foundation Sarasota, FL September 2021–Present

Project Management and Consulting

- Developing and curating the establishment of The Harwood Circle of Catalytic Funders, a giving circle of philanthropies stewarding The Harwood Institute's mission and approach while exploring how they can best use their resources and non-financial assets to address growing societal fault lines and strengthen civic culture.
- Created and developed a template to strengthen philanthropic support for NetHope's 10-year plan.

Process Management

- Managed the working contract between TPF and the Herald-Tribune, analyzed outcomes of the initiative, and facilitated the pausing of the agreement due to changing priorities in the daily newspaper.
- Organized and coordinated a live, virtual panel discussion centered on the topics of the play, *Abraham Lincoln and Fredrick Douglass, A Walk To Respect*, a project within TPF's Aspirations to Actions initiative, focused on relationship building in the community. The virtual panel discussion received 300+ registered participants.

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page 2



ACADEMIC BACKGROUND

M.A. Philanthropic Studies Indiana University Lilly Family School of Philanthropy 2021

Areas of research and study:

- Global Crises in Philanthropy
- Diversity, Equity, and Inclusion in Philanthropy
- LGBTQ+ Leadership and Giving
- Healthcare and Ethics in Philanthropy
- Nonprofit, For-profit, Governmental Synergies
- Foundations' Missions and Civil Society's Needs
- History and Evolution of Philanthropy
- Nonprofit Economics and Law

B.A. International Studies Elon University, NC 2011

- B.A. includes semesters abroad: Tel Aviv University, Fall 2010; Universidad de Buenos Aires, Fall 2009

- Managed the relationship and content with Solmart Media radio network to reach Spanish-speaking populations to engage families in their children's success.

Community Engagement

- Performed on THIS BOOK IS COOLII, a video series that presents children's books to inspire children to read and improve grade-level reading proficiency in the Suncoast region.
- Managed and collaborated, along with a team, the cultivation, stewardship, and actualization of events for Suncoast Remake Learning Days, a 10-day region-wide consortium of events to promote community-wide participation in diverse learning spaces hosted by participating organizations.

Strategic Communications

- Publish biweekly blogs sharing insights and perspectives on philanthropy and how it moves people, organizations, and communities.
- Use various social media platforms to connect initiatives and resources to the broader communities.
- Design content included in Digital Access for All quarterly newsletters highlighting opportunities for community members to engage in the initiative's work.
- Design content included in Aspirations to Actions newsletters highlighting opportunities for community members to engage in the initiative's work.

Organizational Capacity Building and Strategic Alignment

- Co-facilitating discussions with nonprofits through Margin Mission Ignition (MMI), a project within TPF's Nonprofit Thrivability initiative. MMI's purpose is to increase thrivability of nonprofits through diversifying revenue with an earned income business plan and implementation coaching.
- Supported and presented at Margin Mission Ignition's Thrive and Dine event, a project within TPF's Nonprofit Thrivability initiative where participating organizations connected, learned, and shared knowledge on strategies and tactics to boost their earned-income ventures.

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page 3



ATTRIBUTES OF EXCELLENCE

Network Weaver

- Natural relationship builder
- Active listener
- Creating brave spaces for shared lived experiences to build trust
- Explorer of ways to collaborate and learn via strategic partnerships and alignments

Engaging Storyteller

- Passionate and enthusiastic communicator
- Able to combine practical and research-based examples to create and share a compelling narrative
- Avid writer with adaptive approaches for conveying the message
- Comfortable and confident public speaker
- Resourceful in using social media platforms to reach audiences

Organizational Capacity Building and Strategic Alignment

- Co-consulted on a multi-month consulting effort, meeting weekly with organizations participating in Fueling Dynamic Fundraising – part of TPF’s Nonprofit Thrivability initiative – to develop and implement a strategic fundraising plan. Co-coordinated and facilitated a six-week virtual course on board engagement in fundraising for nonprofits in the Suncoast Region – taught by The Fund Raising School at Indiana University in partnership with TPF.
- Co-facilitated discussions with regional nonprofits through Advancing Mission Thrivability (AMT), part of TPF’s Nonprofit Thrivability Initiative, to learn a mission-centric, economically-informed approach to decision-making for their programs, products, and services.

Budget Development and Analysis

- Strategized and completed the budget for TPF’s Digital Access For All initiative.
- Strategized and completed the budget for Margin Mission Ignition, a project within TPF’s Nonprofit Thrivability initiative.

Strategic Partnerships and Relations

- Led a national philanthropy scan where I established new relationships with funders (both corporate and foundations) in the Digital Access space to learn about their strategies, approaches, progress, challenges, and collaborations. This project led to a sharing of knowledge to advance the work of TPF’s Digital Access for All initiative and the work of other organizations that contributed.

Research and Program Development

- Developed, planned, and co-facilitated in partnership with the Campaign of Grade-level Reading, More Than Money Philanthropy Workshop, a Funder to Funder endeavor where different models of philanthropic impact were explored in a case-study format to compare strategies and approaches in roles funders can play in shaping policy, programming, and small to large-scale collaborations.

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page 4



Process Thinker

- Not afraid to dive into the unknown
- Inquiring with a quest to understand “the why”
- Discerning listener, exploring possible synergies and connections between people, organizations, communities, and/or ideas
- Analytical, checking and balancing processes to ensure excellence

Heart for Humanity

- Cares deeply about the human condition
- Moved to help people who are marginalized, victimized, underprivileged, underserved, or underrepresented
- Committed to equity in all endeavors
- Sensitive to the emotions and life circumstances of those around me and beyond
- Empathetic – thinking, living, and breathing in the shoes of the other

Research and Program Development

- Assisting with a new Equity Institute program with the Community Foundation of Sarasota County to bring cohorts of organizations through the institute to strengthen the community’s capacity to embed Diversity, Equity, and Inclusion within policy, values, work, leadership, and outcomes.
- Co-created, planned, and facilitated TPF’s 2022 Gather and Grow Immersion, a 50+ person foundation-wide day-long gathering to build connective tissue and be strengthened by the diversity of each person’s role and how they tie together to the timeless values of the foundation.

Program Facilitation

- Co-facilitating conversations with senior leadership at the Community Foundation of Sarasota County around their DEI Equity Audit to finalize their top five DEI priorities for the next three years—to be incorporated into the foundation’s strategic plan.
- Co-created, planned, and instructed an interactive and in-person course on “Inspiring Philanthropy via The Giving Challenge” as part of TPF’s Study Away, part of the Advancing Philanthropic Leadership initiative. Students from Indiana University Lilly Family School of Philanthropy visited Sarasota to learn and consult local nonprofits in the Suncoast region on how to maximize and expand giving during the Giving Challenge, a 24-hour event supporting nearly 700 nonprofits.
- Facilitated community conversations using the tools and techniques learned in The Harwood Institute to uncover shared community aspirations. The Harwood Institute, part of TPF’s Aspirations to Actions initiative, offers a 6-week lab where professionals working in community-facing roles learn tools to be Public Innovators.

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page 5



Evolutionary

- Willingness to shift and adapt to emerging needs, changing plans, and evolving goals
- Readiness to learn and contribute wherever possible
- Capacity to work simultaneously in multiple spaces of an idea or initiative while carefully seeing progress through

Languages

- Spanish (fluently)
- Hebrew (beginner)

Senior Development Executive American Friends of the Hebrew University New York, NY 2019–2021

- Managed a portfolio of major donors (\$25,000+), including individuals, foundations, corporations, and grant-making institutions, as part of a \$15 million campaign spanning the northeast region in support of The Hebrew University of Jerusalem.
- Secured major gifts, grants, planned gifts, annuities, and bequests through extensive donor and foundation research, cold-calling, meetings, relationship building, proposal writing, and events-driven fundraising.
- Conducted fundraising across seven university faculties with a focus in medical research.
- Created, strategized, planned, implemented, and fundraised for Titans of Global Health, AFHU's first national virtual gala that honored Dr. Anthony Fauci, Drs. Leonard Schleifer and George Yancopoulos of Regeneron and included CNN's Wolf Blitzer as a moderator.
- Closed historic major gift establishing the first LGBTQ+ Scholarship Endowment Fund at the university.
- Shared responsibility in planning and execution of galas, parlor meetings, and conferences.
- Mastered use of research databases, including Foundation Center, DonorLead, iWave, InsidePhilanthropy, AlumniFinder, and CRM Databases, including Raiser's Edge, Salesforce, and Little Green Light.

Director of Development | Rutgers Hillel New Brunswick, NJ 2017–2019

- Increased annual campaign from \$1.1 million to \$2 million.
- Secured funding—including 49 planned gifts and bequests—from alumni, parents, families, Jewish philanthropists, a, foundations, and other grant-making institutions.

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page 6



PROFESSIONAL EXPERIENCE: FOR-PROFIT

**Founder and CEO
Kensington Collection LLC
Linden, NJ
2013–2014**

- Established a start-up import/export furniture company for wholesale distribution

**Chief Administrative Officer
Palacci Group / Electro Int.
SA – Colon, Panama
2011–2013**

- Launched company's Panama hub for electronics wholesale distribution in Latin America
- Managed accounts receivable as well as administrative and logistical operations teams

- Conducted fundraising for diverse initiatives spanning mental health, Shabbat dinner programs, Reform, Conservative and Orthodox outreach, LGBTQ+ initiatives, and Israel programming.
- Developed expertise in proposals and grant applications.
- Established best practices for our CRM database and moves management, events and social media-driven fundraising, email marketing, and direct mail.
- Supervised development associate who assisted in donor cultivation, solicitation, and annual gala.
- Managed all board meetings, board member relations, and campaign reporting.

**Director (2016–2017) | Jewish National Fund
Senior Campaign Executive (2015)
Campaign Executive (2014)
Florham Park, NJ
2014–2017**

- Increased Central New Jersey's annual campaign from \$1 million to \$2.3 million.
- Managed all major gifts, donor relations, board meetings, lay leadership, committees, planned giving, and affinity groups, including a Women's Giving Campaign.
- Supervised campaign executive who assisted in donor cultivation and solicitation.
- Planned and implemented galas, raising over \$250,000 cumulatively.
- Led JNF donor mission to Israel, securing \$100,000 in new support.
- Established my region's first JNFuture, a 20s/30s donor affinity group that grew to 50 members.