

**Janita Pickett Gordon**  
**943 East Constitution Drive**  
**Chandler, Arizona 85225**  
**(480) 383-3514**

**August 2011-Present**  
**Girl Scouts of the USA**  
**Regional Director**

**Responsibilities:**

- Responsible for writing and implementing a Case for Giving to complete \$1 billion ToGetHerThere Campaign;
- Oversee cross-functional team to build fund development plan for Project 2020;
- Lead and organize strategies to engage volunteers and alumnae to increase the social impact of Girl Scouting;
- Work with education partners to elevate community engagement from discussions to resolutions to build pipeline for Girl Scout Members;
- Research, identify, cultivate to execute fund development strategies to increase friends of Girl Scouting and philanthropic resources;
- Work with state officials, community leaders and stakeholders to build a giving constituency for giving;
- Engage community leaders and philanthropists in the dialogue to invest in girls;
- Work with Marketing to design appropriate collateral materials to build relationships for new markets;
- Present and coordinate meetings with national leaders to review strategies to respond to data and research as it concerns the importance of investment in girls.

**July 2005-August 2011**

Arizona Community Foundation  
2201 E. Camelback Road  
Phoenix, AZ 85016

***Director of Arizona Early Education Funds (AEEFs)***

**Responsibilities:**

- Worked with the Governor Napolitano' School Readiness Board and the Governor's Office on strategies to increase involvement in appropriate fundraising activities;
- Established and managed the grant making process for Early Care and Education program;
- Implemented a strategic and comprehensive regional development program to optimize private support from donors/prospects residing in the Greater Phoenix area and other targeted regions;
- Advised and included distinguish advisory members fundraising activities;
- Coordinated communications to support building an endowment for early care and education for the state of Arizona;
- Coordinated with ACF development and marketing staff on design and production of collateral marketing strategy and materials to publicize the fund.

October 1999-October 2003

***Director of Development and Marketing***

Arizona State University Foundation  
Ira A. Fulton School of Engineering  
Tempe, AZ

**Responsibilities:**

Responsible for securing funding and developing and implementing an aggressive strategic plan to increase the college's visibility and funding base;

- Managed staff of 10 to oversee fundraising and marketing activities for Mechanical and Aerospace, Bioengineering, Electrical Engineering, Industrial Engineering and Del E. Webb School of Construction, Professional Centers and Diversity Programs;
- Monitored scholarship endowments and the administration of over 75 scholarships;
- Worked closely with the Center for Research on Education in Science, Mathematics, Engineering and Technology (CRESMET), an interdisciplinary center created amongst the colleges of Education, Liberal Arts and Science and Engineering;
- Created and managed an External Advisory Board (EAB) consisting of entrepreneurs, educators and corporate executives from Intel, Motorola, Qwest, Honeywell, and others;
- Co-authored Research Papers on Women in Science and Engineering;
- Worked with the Engineering Advisory Board to establish the Arizona K-12 Technology Plan.

December, 1992 –March 1999

***Director of Institutional Advancement***

University of Illinois-Chicago

College of Urban Planning and Public Affairs

412 South Peoria

Chicago, IL 60107

**Responsibilities:**

- Presented to community leaders to build external relations for the Dean and the college;
- Built consensus with community by coordinating projects with community based organizations;
- Organized corporate and foundation meetings to encourage funding opportunities;
- Planned and implemented Annual Campaign;
- Wrote and administered grants, concept papers and proposals;
- Planned special events;
- Monitored and edited media releases, marketing literature and college brochures;
- Developed and supervised Alumni Association activities;
- Responsible for securing and facilitating \$2.7 million in grants, contracts and private donations.

June 1987-June, 1992

***Association Director for Admissions***

St. Xavier University

Chicago, IL

**Responsibilities:**

- Planned and implement strategies to increase minority student enrollment;
- Established relationships with High School Counselors to promote higher education;
- Planned and coordinated College Fairs and Education Information Events to engage parents in the college search.

**EDUCATION:** University of Wisconsin-LaCrosse

Bachelor of Science – Political Science

Bachelor of Science-Public Administration

References: Upon Request