

Adam Van Zee
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PROFILE

A team oriented individual with a wide range of experiences including a successful background as a collegiate coach, adjunct professor, and development professional. Highly skilled in written and verbal communication, building relationships with high net worth individuals, and maintaining confidentiality. Motivated and organized seeking a position in development.

EXPERIENCE

Major Gifts Officer

May 2015-Present

Wabash College, Crawfordsville, IN

A key member of the Development team at Wabash College, committed to advancing the mission of the College by increasing contributed resources with a donor-centric approach. Securing gifts up to \$250,000 towards capital projects including a new residential life district for independent living, a new wrestling specific athletic facility, and scholarship endowment initiatives.

- Responsible for managing donors through the fundraising cycle from prospect identification to stewardship
- Manage a portfolio of 125-150 prospects and donors in assigned territories including New York City, Chicago, Dallas, and Seattle
- Communicate the case for support persuasively through personal visits and written proposals
- Planned gift experience with donors who wish to leave a lasting legacy to the College through their estate
- Committee leader spearheading development of a new parent's giving initiative

Assistant Director of Annual Giving

Oct 2013-Apr 2015

Wabash College, Crawfordsville, IN

Hired by alma mater to assist in implementing key initiatives to help grow the annual fund. Tactics included strategically targeting younger alumni, growing participation from friends and parents of the College, and implementing a new Day of Giving strategy.

- Conducted 100 face to face solicitations annually with alumni in an effort to increase their giving to the college specifically securing gifts of \$1,000 annually.
- Managed three reunion classes in regards to their Big Bash weekend events and class giving
- Further developed the Little Giants Athletic Fund
- Played a key role in development and execution of College's annual Day of Giving - raising over \$1 million in the first two years
- Ensure timely gift acknowledgement, recognition and pledge fulfillment for all donors to the College.

Adjunct Professor of Sports Psychology

August 2011-Present

IUPUI, Indianapolis, IN

Utilize advanced degree in sport and exercise psychology to teach courses on Sport Psychology, Exercise Psychology, Philosophy of Coaching, and Advanced Theories of Higher Performance.

- Teach graduate and undergraduate courses at Indiana University-Purdue University in Indianapolis
- Develop course work and curriculum to enable the highest level of learning for students
- Efficiently grade and provide appropriate feedback to all students in a timely manner
- Taught both in the classroom as well as with the online premise

Head Men's and Women's Tennis Coach

Aug 2008-Sept 2013

Earlham College, Richmond, IN

Initiated a successful collegiate tennis program. Established clear goals and expectations of student athletes, developed student athletes into positive citizens on and off the court, and effectively recruited prospective students to attend Earlham College.

- Administered the entire tennis program including scheduling practices and games, equipment maintenance and purchases and budgets
- Designed practices to build on strengths of players and improve areas of weakness
- Identified potential college recruits. Build relationships with the students and market the college to them
- Raised funds for spring trip as well as indoor court facility rental time
- Three-time conference champion, coach of the year, and national qualifier with a national ranking

EDUCATION**M.A. Sport and Exercise Psychology, May 2010**

Ball State University, Muncie, IN

B.A. Psychology, minor, History, May 2007

Wabash College, Crawfordsville, IN