

## **Natalie A. Ramos**

Natalie Ramos brings over 15 years of fundraising experience defined by strong relationship-building, thoughtful strategy, and a deep commitment to community impact.

As Director of Individual Giving at **Teach For America Greater Chicago–Northwest Indiana** region, Natalie leads efforts to grow philanthropic support for educational excellence across the region. At the core of her work is a relationship-first approach. She partners closely with donors to understand their values, align them with meaningful opportunities, and foster long-term engagement. Through her management of the Leadership Circle, she cultivates a network of emerging leaders, creating authentic connections that inspire sustained investment in students and schools. She's cultivating the next generation of civic changemakers, creating a space where emerging leaders step up, lean in, and invest in something bigger than themselves.

Previously, at the **Greater Chicago Food Depository**, Natalie served as the Senior Planned Giving and Major Gifts Officer, where relationship-building was central to her success. She reimagined the planned giving program by deepening trust with donors and guiding thoughtful, personalized conversations around legacy giving. Her ability to connect with supporters on both a strategic and personal level led to increased commitments and stronger long-term partnerships. She also mentored colleagues, helping them build confidence in navigating nuanced donor relationships.

During her time at **Make-A-Wish Illinois**, Natalie managed a large portfolio of donors, developing individualized engagement strategies that strengthened loyalty and increased giving. Through events and one-on-one stewardship, she created meaningful donor experiences that reinforced the connection to the organization's power of a wish and expanded its reach in the community.

Across every role, Natalie is known for her ability to build genuine, lasting relationships grounded in trust, empathy, and shared purpose. Natalie's style is unmistakable: strategic, people-first, and driven by relationships. She understands that effective fundraising starts with listening and that long-term impact is driven by strong, authentic partnerships.

Natalie serves as Co-Chair of the AFP Chicago Latinx Affinity group, is an active volunteer in her local PTA, and coaches boys soccer through her local park district.