

**Melissa Berliner**

As a Vice President, Melissa Berliner has the proven ability to quickly identify the core challenges facing clients and develop tailored, innovative strategies to address them. With the skill to effectively collaborate with individuals who have a variety of personalities and skill levels, Melissa builds consensus among organizational leadership, staff and volunteers to develop and execute carefully developed plans. In her client work, Melissa most values opportunities to:

- Help clients develop successful major gift strategies to secure the high-level support to achieve their goals
- Develop tailored systems and/or processes to help clients work more efficiently in areas ranging from maximizing return on investment to managing donor relationships
- Interview donors and/or volunteers to determine their values, motivations for supporting an organization and philanthropic needs
- Create effective partnerships between Board members and staff
- Strengthen and sustain Board effectiveness

Melissa's work with Campbell & Company includes significant engagements with the Zoological Society of San Diego, Urban Community School, Planned Parenthood Federation and Chicago Shakespeare Theatre. Melissa is also a seasoned guest speaker and lecturer on a variety of fundraising topics, and has spoken at AFP Chicago, Women in Development, DePaul University and Columbia College.

Prior to coming to Campbell & Company, Melissa managed multi-million dollar fundraising programs at the Columbia Art Museum, Victory Gardens Theatre and Steppenwolf Theatre. She graduated from Ohio State University with a Bachelor's Degree in English and serves on the Board of the Association of Fundraising Professionals Chicago chapter and is Senior Vice President of Education.