

Rachel A. Wobschall, Ed.D. CFRE

Motivated Executive Leader with expertise in leading organizations, and providing operational support for administration within higher education, healthcare, elected officials, and the public sector. Effectively sets and executes strategies that align with organizational goals. Manages large budgets, aligns talent and secures support and funding. Inspires teams to reach broader audiences and secure diverse funding opportunities. Quickly engages constituents, fosters and maintains relationship built on trust to cultivate commitment to the mission. Seasoned communicator who is skilled at being the public face and voice of an organization. Consistently chosen to spearhead and transform operations within complex organizations. Persistence coupled with perspective allows [REDACTED] to achieve objectives in support of a long range strategic plan.

Employment

Director, Principal Gifts

Gillette Children's Specialty Healthcare

2017-present

Senior Major Gift Officer

2015-2017

Responsible for securing gifts exceeding \$ 5 million annually by identifying, cultivating, soliciting and stewarding individual, corporate and foundation donors for major and capital gifts. Provided strategic direction to hospital and board leadership on philanthropic goals. Reports to Vice President, Institutional Advancement

- Introduced Richard M. Schulze Family Foundation to Gillette. Through a challenge match in the second year of the relationship successfully increased the initial grant of \$40,000 to \$600,000. Led the campaign managing all aspects of the campaign and exceeded goal by \$70,000.
- Secured a successful \$1 million ask of Speedway by facilitating a partnership between the James R. Gage Center for Gait and Motion Analysis lab and the prospect manager.
- Established and incorporated a model for best practices in philanthropy
 - Facilitated the creation of a steering committee charter that became the foundation for a first time ever fundraising plan for that group.
- Fostered relationships with medical professionals, hospital administration and board of trustees to develop strategies to reach philanthropic goals and set direction for the foundation's strategic plan
- Facilitated a \$5 million gift for a new spine center. The largest gift received by Gillette Children's to date.
- Led fundraising effort to secure resources for an International Symposium of Orthopedic Surgeons to establish research priorities for the next 5 years.

Executive Director, Alumni and Constituent Relations,

University of St. Thomas, St. Paul, MN

2002-2015

Directed programs, services and events for 316,000 alumni and constituents annually. Managed staff of 15 and budget of \$2 million. Partnered with Alumni Association Board of Directors for developing and executing strategic mission and vision. Reported to Chief Operating Officer

- Contributing leader on a 5 year Capital Campaign which raised \$515 million by orchestrating 150 annual events for targeted donor groups.

- Instituted a new function that served both alumni and constituents by merging 2 formerly separate departments. This allowed for a streamlined approach to both alumni and constituent relations. The new department warranted greater visibility within the University therefore commanding better overall resources.
- Representative spokesperson in the community and with academic and administrative leadership internally.
- Collaboratively led internal and external teams to accomplish capital campaign goals with 100% participation in capital campaign giving for the department, the division and the 40 member alumni board of directors.
- Championed a program which recognized time and talent donated by alumni volunteers this both optimized volunteer engagement while also increasing overall volunteer hours.
- Adjunct faculty, Master's in Public Policy Program

Director of Citizen Outreach, Office of Governor Jesse Ventura

State of Minnesota

1999-2002

Senior Leadership Team and Cabinet member that directed multiple functions including Governor and Lt. Governor daily itineraries, internal and external correspondence, position appointments and citizen engagement. Managed staff of 11 and budget of \$350,000. Reported to Chief of Staff.

- Created 26 committees and a standardized selection process that evaluated candidates for paid and volunteer positions including 70 judicial, 24 cabinet, and 100's of volunteer appointments.
- Evaluated and prioritized hundreds of daily requests for meetings and appearances for the Governor and Lieutenant Governor. Oversaw comprehensive logistics ensuring optimal use of time while supporting the administrations agenda.
- Managed influx of thousands of regional and international inquiries by leveraging resources from other state agencies.
- Launched a state wide initiative to inform and engage the general public about the 4 year strategic plan.

Executive Director, Governor's Advisory Council on Technology for People with Disabilities

State of Minnesota

1987-1999

Directed a federally funded (U.S. Department of Education) that provided technology to individuals of all abilities and ages. Managed a staff of 20 and annual budget of over \$1 million dollars.

Director of Open Appointments, Office of Governor Rudy Perpich

State of Minnesota

1983-1987

Education

Ed.D. - Organization Development and Leadership, University of St. Thomas
 Masters of International Management Degree - University of St. Thomas
 Bachelor of Arts Degree, Political Science - University of St. Thomas
 Certificate-Higher Education Management –Harvard University
 Certificate – Certified Fundraising Executive-CFRE International
 Certificate-AHP Advanced Skills for Major Gift Success

Current Community Activities

Chair, Governor's Advisory Board, Ombudsman for Mental Health and Developmental Disabilities
Board of Directors, Emeritus Minnesota Diversified Industries
Vinland National Center, Board of Directors
Girl Scouts, River Valleys Council, Board of Directors

Awards/Honors

RESNA Distinguished Service Award
Strache International Leadership Award on Technology for People with Disabilities
Sandy Klas Award for Service to Youth with Disabilities, Indianhead Boy Scout Council
University of St. Thomas "Tommy" Outstanding Senior, Outstanding Service to Alumni Association,
Society of the Arches