

Kristi Bieber

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EXECUTIVE PROFILE

Strategic nonprofit executive with 20+ years of experience leading fundraising, advancement, and organizational development for education and mission-driven organizations. Proven track record of building high-performing development programs, cultivating transformational donor relationships, securing corporate and foundation partnerships, and strengthening board engagement. Expertise spans comprehensive fundraising strategy, major gifts, annual giving, grant management, donor stewardship, advancement operations, and organizational leadership. Recognized for rebuilding teams, improving operational effectiveness, and driving sustainable revenue growth.

CORE COMPETENCIES

Fundraising Strategy & Development	Major & Principal Giving	Corporate and Foundation Relations
Grant Strategy and Management	Annual Giving Campaigns	Board Development & Governance
Donor Stewardship & Engagement	Strategic Planning	Advancement Operations
CRM & Prospect Management	Marketing & Development Communications	Budget & Financial Management
Team Leadership	Staff Development	Cross-Functional Collaboration

SELECTED CAREER ACHIEVEMENTS

- Rebuilt Development Department at Parks California by creating first strategic development plan, standardizing operational processes, and improving collaboration across development, finance, and program teams.
- Increased year-end individual giving by more than 500% at Parks California through audience segmentation, data-driven fundraising strategies, and targeted donor communications.
- Led successful organizational turnaround of the Redondo Beach Educational Foundation by rebuilding staff, strengthening governance, restoring stakeholder confidence, and sustaining \$2 million in annual revenue.
- Increased UCLA Engineering annual fund revenue by 33% in the first year and an additional 20% in the second through strategic donor engagement and integrated marketing initiatives.
- Built and led high-performing advancement teams at multiple institutions, modernizing fundraising operations while improving staff performance, accountability, and collaboration.
- Served as Interim Vice President of Institutional Advancement at Otis College during the successful completion of a \$30 million comprehensive campaign while providing executive leadership through a presidential transition.

PROFESSIONAL EXPERIENCE

Parks California

Senior Director, Development (Chief Development Officer) | March 2025–Present

- Rebuilt the development function to support organizational growth through improved strategy, operations, and team effectiveness.
- Developed the organization's first comprehensive development strategic plan with measurable fundraising priorities and performance metrics.
- Increased year-end giving by over 500% using donor segmentation and targeted fundraising campaigns.
- Established organization-wide prospect management and CRM business rules that improved donor stewardship, reporting accuracy, and prospect management.
- Managed departmental budget, forecasting, and financial planning.
- Directed foundation and corporate fundraising efforts, securing grants of up to \$750,000 in unrestricted funding.
- Supported the Board Development Committee by coordinating fundraising strategy, governance priorities, and board engagement initiatives.

Redondo Beach Educational Foundation

Executive Director | May 2022–February 2025

- Recruited to rebuild organizational leadership, restored stakeholder confidence, and strengthen fundraising operations.
- Developed integrated fundraising, communications, and stewardship strategies that increased donor engagement and long-term support.
- Expanded corporate sponsorship revenue by 25% while securing grants representing approximately 15% of the organization's annual operating budget.
- Directed all fundraising activities including research, proposal development, reporting, and stewardship.
- Managed board governance, recruitment, committee leadership, and strategic planning.
- Led annual fundraising events generating approximately 10% of annual operating revenue.
- Directed organizational budgeting, financial oversight, and independent audits, achieving three consecutive clean audits.
- Led multidisciplinary staff, contractors, and more than 40 community volunteers.

University of California, Riverside

Regional Director of Development / Director of Development, Bourns College of Engineering | August 2017–May 2022

- Led fundraising strategy for engineering programs; served as advancement partner for academic leadership.
- Secured multiple five- and six-figure gifts that established multiple new endowed funds.
- Designed integrated annual giving strategies using direct mail, digital marketing, and online fundraising.
- Partnered with corporate relations to strengthen industry partnerships and sponsorship opportunities.
- Launched the College of Engineering's first Women in Philanthropy initiative.
- Expanded alumni engagement across Los Angeles and Ventura Counties through targeted outreach and donor engagement strategies.

UCLA Extension

Instructor, Fundraising Certificate Program | July 2016–January 2022

- Delivered professional-development education courses focused on donor relations, major gifts, fundraising strategy, and donor engagement.

Marymount California University

Dean of Development (Chief Development Officer) | June 2015–November 2016

- Directed all institutional advancement activities including major gifts, planned giving, annual giving, corporate and foundation relations, and advancement operations.
- Built and led the university's advancement team while modernizing fundraising systems and processes.
- Managed relationships with six- and seven-figure donors and institutional partners.
- Collaborated with the Board of Trustees to strengthen fundraising priorities and governance.
- Developed integrated marketing strategies that increased alumni, parent, and donor engagement.

Otis College of Art and Design

Director of Development / Interim Vice President of Institutional Advancement | December 2011–June 2015

- Provided executive leadership during a presidential transition while directing a nine-person advancement team.
- Helped complete a successful \$30 million comprehensive campaign, personally securing multiple six-figure gifts.
- Expanded annual and leadership giving through targeted engagement and data-informed marketing strategies.
- Managed Board of Governors activities Institutional Advancement Committee of the Board of Trustees.
- Oversaw alumni relations, annual giving, advancement services, and departmental budgeting.

EDUCATION

Master of Business Administration (MBA), Colorado State University

Master of Arts, Theatre, San José State University

Bachelor of Arts, Theatre, University of California, Los Angeles