

CARLA M. INGRANDO, Ph.D.

cmi27@cornell.edu | LinkedIn Profile

Professional Profile

Team Leadership | Strategic Plan Development | Change Management | Fundraising

Personable, strategic, and result-oriented executive with passion for the power of business and business education to advance social justice and racial equity. Talent for building and maintaining mission-driven, mutually beneficial partnerships across diverse constituencies and with benefactors by being transparent and gaining trust and respect of partners. Builds strong teams with similar attention to gaining trust of team members, being transparent, setting high expectations, and holding everyone, myself included, accountable.

Notable Achievements

- In partnership with the dean and senior leaders, developed a campaign goal of \$500M and fundraising strategy for the Cornell SC Johnson College of Business; raised \$456M (92%) with two years remaining in the campaign [Cornell University]
- Key contributor to strategies for and execution of one \$100M+ gift; one \$50M gift; one \$30M gift; two \$10M+ gifts; key contributor to strategies for and execution of multiple major gifts [Cornell University and University of Notre Dame]
- Successfully managed multiple teams, creating cultures of trust, transparency, and high performance [Cornell University and University of Notre Dame]

PROFESSIONAL EXPERIENCE

Major Gift Officer **July 1, 2024-present**
Alumni Affairs and Development, Cornell SC Johnson College of Business
Cornell University, New York

Manage a portfolio of 125 alumni, parents, and friends with the goal of securing major gifts (\$250,000-\$9,999,999).

Visiting Lecturer **July 1, 2023-present**
Cornell SC Johnson College of Business
Samuel Curtis Johnson Graduate School of Management
Cornell University, New York

Teach course on Philanthropic Leadership (NBA 5035), which is intended to be a stand-alone course as well as provide an academic underpinning to the work of the Johnson Board Fellows.

- Six highly satisfied students in the inaugural class
- \$21,000 awarded by the students to non-profit organizations in Tompkins, County NY

Associate Dean **August 2020-June 30, 2024**
Alumni Affairs and Development, Cornell SC Johnson College of Business
Cornell University, New York

Lead team of 24 covering all aspects of alumni affairs and development – major gifts, annual fund, stewardship, and alumni affairs. Develop goals, strategies, and metrics. Member of the dean's college leadership team. Collaborate closely with the dean, senior leadership, principal gifts, and other internal partners to maximize philanthropy to the College.

- In partnership with the dean and senior leadership, developed strategic plan for alumni affairs and development within the college
- In partnership with the dean and senior leaders, developed a campaign goal of \$500M and fundraising strategy for the Cornell SC Johnson College of Business; raised \$334M (67%) prior to public launch of the campaign and \$430M (86%) with three years remaining in the campaign
- In partnership with senior leadership and principal gifts, contributed to strategy for and execution of \$50M naming gift to the college for the School of Hotel Administration as well as a \$30M gift to found a new Department of Real Estate at Cornell
- Hired outstanding assistant dean for development

Interim Assistant Dean

August 2019–August 2020

Alumni Affairs and Development, Computing and Information Science

Cornell University, New York

Led team of four including a major gift officer and director of corporate and foundation relations. Developed goals, strategies, and metrics. Collaborated closely with interim dean, senior leadership, principal gifts, and other internal partners to maximize philanthropy to Computing and Information Science (CIS).

- In partnership with the interim dean and senior leaders, developed the notional campaign goal of \$135M
- Tripled CIS's new gifts and commitments from \$5M to \$15M
- In partnership with senior leadership and principal gifts, contributed to strategy for \$100M+ naming gift for CIS; gift was realized shortly after my tenure in CIS ended
- In partnership with senior leadership and principal gifts, secured first \$10M commitment for new CIS building
- Hired first-rate major gift officer

Executive Director, University Corporate and Foundation Relations

July 2019–August 2020

Director, University Corporate and Foundation Relations

January 2018–June 2019

Cornell University, New York

Led team of four including a front-line fundraiser, researcher/analyst, and administrative assistant. Developed policies, goals, strategies, and metrics for corporate and foundation relations. Collaborated closely with college-based CFR directors, the Office of Sponsored Programs, the Center for Technology Licensing, and university leadership to achieve development goals.

- Steadily grew corporate and foundation giving from \$54M (FY18) to \$75M (FY19) to \$92M(FY20)
- Increased communication, collaboration, and coordination among 30+ individuals engaged in corporate and foundation relations activities across campus; assumed dotted reporting lines for two college-based CFR directors
- Partnered with Provost, Vice Provost for Research, Vice President for AAD, and Associate Vice President for AAD to develop new structure for corporate engagement
- Led CFR-CRM (Salesforce) working group
- Developed prospect management guidelines for corporate and foundation relations

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Senior Director, Foundation Relations

July 2016–January 2018

Director, Foundation Relations

October 2015–July 2016

Associate Director of Foundation Relations

December 2013–September 2015

University of Notre Dame, Indiana

Led team of four fundraisers, a prospect research analyst, and a foundation relations associate focused on relationship management. Developed strategies, metrics, and goals for Foundation Relations unit.

Collaborated closely with embedded academic advancement officers, field fundraisers, and university leadership to achieve development goals.

- Set ambitious goal of \$50M in Foundation Relations production, a 60% increase over fiscal year 2016
- Developed and drove strategy to pursue eight-figure grants from the Lilly Endowment, Gates Foundation, and Templeton Foundations (cumulatively) in collaboration with president, provost, and university executive team
- Secured the first seven-figure grant (\$1.5M) from the Andrew W. Mellon Foundation, a direct result of successful development and implementation of engagement strategy
- Secured \$1.1M grant from the Conrad N. Hilton Foundation (first seven-figure award from the foundation to Notre Dame), earning the trust of the director and faculty of the Institute for Educational Initiatives

Program Officer

June 2012–November 2013

Michigan Humanities Council, Lansing

Directed, managed, and assisted with fundraising and communication for three council-sponsored programs, including The Great Michigan Read (300+ program partnerships); Prime Time Family Reading Time; and Museum on Main Street (traveling exhibits from Smithsonian Museum).

Religious Studies Faculty

September 2007–December 2014

Marylhurst University, Oregon

Led six master's degree students to successful completion of their theses. Developed curriculum and taught multiple graduate courses, including Graduate Writing, History of Christianity, and Christian Spirituality.

Developed methods for coordinating implementation of program-level assessment.

Assistant Professor

August 2006–May 2007

Instructor

August 2004–August 2006

Denison University, Granville, Ohio

Successfully taught five undergraduate religion courses per year. Coordinated department assessment.

Wrote and received two faculty development grants.

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EDUCATION

Ph.D., Religious Ethics, University of Notre Dame, Indiana

Master of Divinity, Vanderbilt Divinity School, Nashville, Tennessee

Master of Public Administration, University of South Carolina, Columbia

Bachelor of Arts: Political Science, Furman University, Greenville, South Carolina

VOLUNTEER LEADERSHIP

Treasurer, Eastwood Commons Residents Association

October 2021-present

Executive Board, Buffalo Street Books

August 2021-present

Board of Directors, Family Reading Partnership

May 2018-October 2019