

# Akrama Hashmi

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As a senior professional with over 13 years of experience in the nonprofit sector, I have a proven track record of success in building strong relationships with stakeholders, developing annual funds, and strategic plans. My passion for delivering impactful outcomes that advance organizational objectives and drive sustainable growth is evident throughout my career. Throughout my career, I have excelled in building strong relationships with stakeholders. My ability to foster a positive and collaborative work environment has resulted in successful partnerships with various organizations. This has allowed me to develop annual funds and strategic plans that have advanced organizational objectives and driven sustainable growth. My success in the nonprofit sector is due to my efficient and organized approach to work. I am a highly motivated individual who is committed to delivering results that make a positive impact on the communities we serve.

## AREAS OF EXPERTISE

- ◆ Endowment
- ◆ Planned Giving
- ◆ Fundraising
- ◆ Prioritize & Multitasking
- ◆ CRM
- ◆ Communication
- ◆ Marketing
- ◆ Major Gifts
- ◆ Project Management
- ◆ Operations
- ◆ Grant Writing
- ◆ Financial Oversight

## PROFESSIONAL EXPERIENCE

ISLAMIC MEDICAL ASSOCIATION OF NORTH AMERICA, Lombard, IL | September 2019 – March 2022

### Executive Director

Under my leadership, the organization achieved unprecedented success, reaching new heights with an annual revenue of \$4 million. We expanded our impact by launching new medical missions and projects in various countries, and effectively executed the strategic plan to achieve our goals.

- ◆ Achieved an unprecedented milestone by attaining a revenue of \$4 million, a feat that has eluded our organization for the past 55 years.
- ◆ Expanded our reach and service offerings by inaugurating a second IMANA office in Virginia, thereby bringing our expertise and resources closer to our valued clients and partners.
- ◆ Successfully crafted and executed innovative marketing plans to increase online revenue by 25%.
- ◆ Efficiently managed major donors, ensuring seamless communication, and fostering strong relationships, thereby enhancing our ability to deliver exceptional services and achieve greater impact.
- ◆ Sourced, recruited, and nurtured top talent by conducting comprehensive hiring processes, delivering engaging onboarding experiences, providing rigorous training, and fostering professional development opportunities for new employees.

ISLAMIC MEDICAL ASSOCIATION OF NORTH AMERICA, Lombard, IL | January 2018 – August 2019

### Managing Director

- ◆ Developed strategies for Annual Fund, which saw an increase of 40% revenues for the organization.
- ◆ Meticulously executed a comprehensive strategic plan, seamlessly aligning organizational goals and objectives with actionable strategies and tactics.
- ◆ Developed Constituency model to help identify the different types of donors for the organization.
- ◆ Spearheaded the adoption of cutting-edge technologies, introducing new tools and platforms to streamline processes, enhance productivity, and drive operational efficiencies.

ISLAMIC MEDICAL ASSOCIATION OF NORTH AMERICA, Lombard, IL | February 2016 – December 2017

**Operations Coordinator**

- ◆ Established a volunteer management system which empowered individuals and groups to contribute their time, skills, and resources towards advancing our mission and vision.
- ◆ Successfully launched and managed social media channels for the organization, leveraging digital platforms to amplify our message, engage with stakeholders, and build a strong online community.
- ◆ Successfully managed logistics for multiple events and conferences to create exceptional experiences that surpassed expectations, boosting the brand's reputation in the industry.
- ◆ I have also been involved in responding to Medical and Humanitarian emergencies. When responding to emergencies, I have been responsible for developing effective strategies that address the immediate needs of the affected communities. I have also worked to ensure that these strategies are sustainable and can be implemented over the long term.

ISLAMIC MEDICAL ASSOCIATION OF NORTH AMERICA, Lombard, IL | August 2014 – January 2016

**Programs Coordinator**

- ◆ Showed great leadership by leading efforts to improve the organization's programs, making them better, more effective, and impactful.
- ◆ Created a program evaluation tool that measures the impact of programs, identifies areas for improvement and informs future decision making.
- ◆ Played a pivotal role in creating program budgets by using financial expertise.
- ◆ As a dedicated humanitarian, I have had the privilege of creating programs in underserved countries that provide critical medical care to those in need. Through my work, I have developed a deep understanding of the unique challenges faced by communities in these regions, and I am constantly seeking new and innovative ways to address these challenges.

ISLAMIC MEDICAL ASSOCIATION OF NORTH AMERICA, Lombard, IL | October 2010 – July 2014

**Administrative Assistant**

- ◆ Provided invaluable support by efficiently managing day-to-day tasks, ensuring smooth operations and enabling the organization to achieve its strategic goals.
- ◆ Showed excellent communication and interpersonal skills by answering more than 1000 calls per month from donors, providing outstanding service, and developing strong relationships with stakeholders.
- ◆ Created and put in place an innovative record keeping system that uses advanced technologies and best practices to make processes more efficient.

Career Note: Details of early career success are available on request during an interview and include:

- ◆ **Administrative Assistant** for World Congress of Muslim Philanthropy | Oakbrook Terrace, IL

**LANGUAGES AND TECHNICAL SKILLS**

- |                          |                                  |                   |
|--------------------------|----------------------------------|-------------------|
| ◆ English – Native       | ◆ Hindi & Urdu – Fluent          | ◆ Email Marketing |
| ◆ Microsoft Office Suite | ◆ Black Baud Raiser's Edge (NXT) | ◆ Facebook Ads    |
| ◆ Google Ads             | ◆ WordPress                      | ◆ Salesforce      |

Have also worked with many other leading software's in the nonprofit world.

## EDUCATION AND CERTIFICATIONS

**Indiana University-Lilly Family School of Philanthropy, Bloomington, IN**

Certificate Fundraising Management (CFRM)

2019

**University of Texas Austin, Austin, TX**

Certificate of Nonprofit Management

2020

**References:**

Available upon request

