

# Alexis Gonzaludo



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## EXPERIENCE

### Eugene DePasquale for Congress (PA-10)

Harrisburg, PA (Remote)

#### Finance Director

September to December 2020

- Raised \$4.4 million, a record-breaking number for a Congressional race in South Central PA
- Maintained, updated, and set goals for events line of campaign finance plan, resulting in over \$330,000 raised during time with the campaign
- Further cultivated existing donor relationships by advising them on strategies to engage their networks and deepening their investment in the campaign
- Developed outreach strategies to further grow the candidate's profile among targeted constituencies, including among national high-network and grassroots donors
- Managed two junior staffers (call time manager and finance assistant) and team of finance interns to execute donor research for call time, various fundraising activities, and operational support tasks
- Directly supported candidate by managing their calendar for all fundraising meetings and events; prepared materials and briefed them prior to meetings with major donors and other stakeholders
- Oversaw donor acknowledgment process, including finalizing copy and coordinating with mail firm

#### Deputy Finance Director

July to September 2020

- Re-started the campaign's fundraising events following pause during initial COVID-19 outbreak, shifting to an entirely virtual program and communicating the change to donors while working to make them comfortable with the virtual event format
- Created internal tracking system to keep campaign senior staff updated on fundraising event dates, times, and details
- Managed event host relationships and regularly identified new priorities for outreach to maintain and grow the donor network
- Created new channel for fundraising by starting texting program, adding \$30,000 to overall budget
- Conducted hiring process from start to finish (including recruiting, interviewing, and reference checking) for one junior finance staffer and eight finance interns

### Pete for America

South Bend, IN

#### National Investment Associate

July 2019 to March 2020

- Managed the National Investment Director's relationships, engaging the regional directors and HQ resources to utilize the Director's time and efforts to be effective and impactful with high-network donors and other internal departments
- Oversaw the meetings and travel for National Investment Director and communicated Director's movements across departments to ensure coordination across the campaign
- Coordinated fundraising team (30+ people across the country) logistics: strategizing, planning and executing weekly team calls and various events, including a multi-day team retreat at South Bend headquarters
- Created end-to-end programming for National Finance Committee members around significant events in the Democratic Primary, including the LJ, Steak Fry, Democratic Debates, and contest days in all four Early States; creating a sense of community built around the Rules of the Road campaign ethos
- Managed three finance interns, overseeing their daily tasks and specialized projects and providing mentorship

#### Investment Assistant

March 2019 to July 2019

- First junior staffer hired on the fundraising team, tasked with supporting the rapidly growing regional fundraising teams and providing support to regional directors to build and execute fundraising events
- Oversaw onboarding process for ten junior regional fundraising staffers, provided training and reviewed team standards to ensure smooth collaboration between headquarters and regional teams
- Managed inboxes for donors with general and event specific questions, tracking down information from regional teams or consulting other departments when needed

### Antonio Delgado for Congress (NY-19)

Kingston, NY

#### Finance Assistant

July to November 2018

- Core member of successful Red to Blue congressional campaign that raised over \$6.7 million during the general election
- Coordinated over 24 fundraising events across the district that raised nearly \$500,000
- Carried out essential finance operation tasks — including NGP maintenance, check processing, and donor acknowledgments

- Drove candidate to and staffed various fundraising events and meetings, both in the district and New York City
- Provided memos for candidate prior to donor meetings with background info and other relevant talking points
- Trained interns on donor research tasks to support call time fundraising

**Pat Ryan for Congress (NY-19)**

**Kingston, NY**

**Finance Fellow**

**March to June 2018**

- Worked directly with candidate in fast-paced double dial program that increased calls by 5x and raised \$110,000
- Persuaded donor targets to support candidate during cold outreach, followed up with campaign materials, and answered questions
- Performed donor research and expanded donor target pool by 40%
- Assisted with communications tasks and drafted posts for social media

**Chris Hurst for Delegate (HD-12)**

**Blacksburg, VA**

**Campus Organizing Intern**

**August to November 2017**

- Served on team that unseated 3-term Republican incumbent by 9 points by conducting meticulous, student-centric voter contact program
- Engaged student voters through grassroots organizing/GOTV tactics, knocking 700+ doors and registering 100+ voters
- Volunteered for various support tasks around office, outside of assigned responsibilities, that involved meticulous data entry to support voter outreach efforts

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**VOLUNTEER WORK**

**Loisann's Hope House**

**Fredericksburg, VA**

**Office Assistant**

**June to August 2017**

- Assisted Human Resources Coordinator with record-keeping and organizational tasks
- Worked with database to enter information and track communications with donors
- Maintained professional demeanor and discretion in working environment while handling calls of a sensitive nature regarding families facing homelessness

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**EDUCATION**

**Radford University**

**Radford, VA**

- Bachelor of Science in Communication, December 2017