

CHRISTOPHER DONAHOE

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Master of Business Administration

Washington, DC
May 2016

THE UNIVERSITY OF NORTH CAROLINA
Bachelor of Arts, History and Political Science

Chapel Hill, NC
August 2007

- Deans List
 - Study Abroad: Prague, Czech Republic
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EXPERIENCE

CENTER FOR CAPITAL MARKETS COMPETITIVENESS, U.S. Chamber of Commerce
Director, Member Outreach and Communications, January 2016 – Present

Washington, DC
January 2015 – Present

Senior Manager, Member Outreach and Communications, January 2015 – January 2016
U.S. Chamber affiliate established to advocate for fair, efficient, and liquid capital markets

- Develop and execute the Center's strategic communications and advocacy campaigns, incorporating paid and earned media, research and publications, grassroots mobilization, and congressional and regulatory education.
- Write, edit, and design reports and educational material for use in business development, policymaker education, and marketing. Update marketing and educational materials in real-time to reflect changing public policies, legislation, and opportunities for corporate engagement.
- Oversee the Center's corporate communications and engagement programs, including 23 working groups and 31 issue specific distribution lists. Design and distribute weekly and monthly updates to 3,800+ business leaders.
- Regularly meet with corporate executives to brief on public policy developments and emerging issues, as well as to solicit financial and intellectual support.
- Monitor emerging public policy issues and develop coalitions of companies, trade associations, and third-party stakeholders to facilitate policy formation and increase the effectiveness of Chamber led advocacy.

UNITED STATES CHAMBER OF COMMERCE

Washington, DC

Senior Manager, Corporate Relations, March 2014 – January 2015

February 2011 – January 2015

Manager, Corporate Relations, January 2012 – February 2014

Associate Manager, Corporate Relations, February 2011 – December 2011

World's largest business organization with more than 300,000 member businesses

- Managed national business sales portfolio consisting of more than 120 accounts and annually generated new revenue in excess of \$4 million.
- Grew the total account portfolio by 155% over four years and eventually exceeding \$18 million annually.
- Exceeded new account revenue goal by an average of 31%. In the first year, surpassed the portfolio's annual revenue goal for the first time in its history. Improved account retention and renewal rates for the portfolio by 8%.

ROBERT HURT FOR CONGRESS

Chatham, VA

Finance Director

June 2010 – November 2010

Successful and nationally prominent campaign to represent Virginia's 5th District in the United States Congress

- Raised \$2.5 million in six months during the election cycle, including \$900,000 in one quarter and \$550,000 in the four weeks preceding election by developing and executing the finance plan for a successful Congressional campaign.
 - Planned and executed more than 40 fundraising events, including multiple events attended by 500+ people each raising in excess of \$60,000.
 - Ensured legal compliance by educating county party committees regarding federal campaign finance law.
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DISTINCTIONS

Achievement: John Jay Institute Fellow
Intern for Congressman Eric Cantor, Minority Whip, House of Representatives (2009)

Leadership: John Jay Institute Alumni Affairs Committee
Chairman, Class of 2008, Alumni Development Campaign, John Jay Institute

Community: Restoration Anglican Church Capital Campaign Committee