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# Juan Munoz

Charleston, SC

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## EXPERIENCE

### **No Labels, Washington, D.C. (Remote)** - *Deputy Finance Director*

May 2023 - PRESENT

- Developed and executed an aggressive fundraising program which secured multi millions in funding for a nationwide ballot initiative, and an additional seven digit figure in fundraising for Congressional candidates.
- Secured key donor meetings on behalf of principals, including members of congress, and traveled regularly nationwide to organize and staff stakeholder events and meetings.
- Managed critical organizational databases, leveraging research tactics, key analytics and innovative data management practices to streamline donor outreach and inform greater strategic development.
- Maintained regular, direct communication with an extensive network of high-value donors and prospects, successfully converting conversations to donations at a high rate.
- Worked in coordination with legal and other cross-operational teams to meet regulatory requirements in multiple states to achieve ballot access and successfully communicate initiatives to key stakeholders.

### **Joe Cunningham for Governor, Charleston, SC** - *Deputy Finance Director*

May 2021 - November 2022

- Built and executed finance programs which raised \$3.6 million in direct campaign donations and \$1.3 million in coordinated campaign committee funds.
- Worked alongside campaign leadership to develop overarching fundraising strategies and facilitate direct donor outreach, building and nurturing key stakeholder relationships.
- Planned, coordinated and executed all large-scale fundraising events.
- Managed a team of 12 direct reports, overseeing training, setting KPIs, and delivering performance feedback regularly.
- Traveled with and staffed the principal on all official campaign business, providing essential briefing and logistics support daily.

### **Tyler Bailey for City Council, Columbia, SC** - *Senior Political Aide/ Fundraiser*

February 2021 - May 2021

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- Advised first time candidates on fundraising best practices and built a successful call time program.
  - Planned and executed key field, political and fundraising events.
  - Maintained a database of detailed donor data and managed ongoing donor relations.
  - Successfully met targets by raising \$50,000+ in the month immediately following campaign launch.

### **Vincent Sheheen for State Senate, Camden, SC** - *Campaign Director*

May 2020 - November 2020

- Managed operations between the campaign and outside consultants.
- Advised on political, communications, and fundraising strategy.
- Created and executed finance plan, raising over \$230,000.
- Coordinated campaign events and staffed the principal for daily public appearances.

## **EDUCATION**

### **University of South Carolina, Columbia, SC**

Bachelor of Arts - Political Science, Class of 2018

## **SKILLS**

- Fluent in Spanish
- Familiarity with NGP, Numero, VAN, ActBlue, Salesforce, Iwave, Microsoft and Google.