Whitney Fulton

Assistant Vice President, Institutional Advancement

About Thunderbird:

Thunderbird is the world's No. 1-ranked school of international business with more than 65 years of experience in developing leaders with the global mindset, business skills and social responsibility necessary to create real, sustainable value for their organizations, communities and the world. Dedicated to preparing students to be global leaders and committed global citizens, Thunderbird was the first graduate business school to adopt an official Professional Oath of Honor. Thunderbird's global network of alumni numbers 40,000 graduates in 147 nations worldwide. The school is sought out by graduate students, working professionals and companies seeking to gain the skills necessary for success in today's global economy.

www.thunderbird.edu

Areas of Expertise:

Fundraising and Campaign Management, Donor Relations, Strategic Planning, Client Relationship Management, Fundraising Technology, and Fundraising Analytics.

As Assistant Vice President of Institutional Advancement, Whitney Fulton oversees donor relations and central fundraising at Thunderbird School of Global Management, including corporate and foundation relations, gift planning, annual and leadership giving, and research and prospect development. She began her advancement career at Thunderbird in 1998 as a database coordinator for Institutional Advancement and Alumni Relations. In that role, she implemented practices and strategies to reduce the "lost alumni rate" for living alumni from 25 percent to less than 10 percent in one year. After a series of promotions, she began her current assignment in 2007.

Whitney earned a Bachelor of Science in Criminology and Criminal Justice from Arizona State University. She is a member of the Strategic and Competitive Intelligence Professionals.