

ROBERT JORDON

Medford MA, 02155

857-331-3750

rjordan@bostonphil.org

www.robert-jordon.com

SUMMARY

Development, marketing, and education leader with a proven track record of driving fundraising campaigns, building high-value donor relationships, and implementing data-driven CRM and marketing systems. Currently serving as Director of Development for the Boston Philharmonic Orchestra, overseeing a \$3M annual campaign and leading strategic initiatives across donor cultivation, digital marketing, and organizational growth. Founder and CEO of Teach To Learn, an early stage nonprofit supporting musicians in 40+ countries, generating over \$300K in contributions and \$150K in program revenue. Combines deep expertise in Salesforce and Hubspot CRM, web-development, process automation, and nonprofit fundraising with strong storytelling and international program leadership. Passionate about leveraging technology, marketing, and philanthropy to build sustainable cultural institutions and expand access to the arts.

KEY SKILLS

Salesforce (PatronManager) • Javascript • NodeJS • HubSpot • CRM Architecture • Database Management • Annual Fund Strategy • Major Gifts • Board Relations • Institutional Giving • Google Ads • AWS • YouTube Channel Optimization • Digital Marketing • Advertising Campaigns • Ticket Sales • Social Media • Software Integrations • Grant Writing • Donor Stewardship • Revenue Growth • Web-Development • Audience Growth • Brand Positioning • International Partnerships • Strategic Planning • Corporate Sponsorships • Executive Operations • Staff Management • Storytelling • Music

SELECTED EXPERIENCE

DIRECTOR OF DEVELOPMENT

Boston Philharmonic Orchestra

Boston MA, USA

Aug 2024 - Present

The Boston Philharmonic incorporates two world renowned orchestras: a professional orchestra and a youth orchestra. Together the orchestras include about 250 musicians who perform major orchestral masterworks in Boston's Symphony Hall and tour internationally each season.

- Leads strategy and execution of \$3M annual fundraising program and \$400K in box office sales
- Directs comprehensive development operations including major gifts, annual fund, corporate sponsorships, and events
- Engineered restructuring and optimization of Salesforce CRM (PatronManager) and Hubspot Marketing software
- Built donor segments and ticket-buyer data pipeline, 5000 donor accounts, 22000 digital marketing contacts
- Oversees 300K development and advertising budget, supervision of marketing and box office staff
- Manages relationships with board members, major donors, institutional partners, vendors, and key stakeholders

CO-FOUNDER, DIRECTOR

Teach To Learn, Culture Connect

Boston MA, USA

Jan 2017 – Present

Teach To Learn is a 501(c)(3) public charity providing financial support to vulnerable musicians worldwide and offering online and onsite programs that leverage an international network of performing artists and educators. Global mission to support traditional musicians and build non-mainstream music ecosystems.

- Online arts and culture programs reaching 5000+ participants in 40+ countries
- Raised 300K+ in contributions, sold 150K+ in program services
- Built global network of 50+ performing artists representing 25+ cultural traditions
- Account management and partnerships, 20+ international and domestic partners and clients
- Wrote legal narratives, managed books, built website, grant writing, tax filing

References available on request

PERSONAL ASSISTANT*Benjamin Zander*

Cambridge MA, USA

Apr 2022 – Aug 2024

Benjamin Zander is a world-renowned conductor, speaker, and best-selling author lauded for his work in orchestral leadership, diplomacy, and corporate speaking. He is the founder and musical director of the Boston Philharmonic Orchestra.

- Communications and relationship-building with high net-worth individuals
- Supported fundraising over 2M for international tours of South Africa and Europe
- Projects, concerts, and events with Boston Philharmonic Board of Directors
- Design, development, and maintenance of Benjamin Zander Center website and media content library
- Brokered the release of financial assets held by the Commonwealth of Massachusetts

FULL STACK WEB DEVELOPER*Ananta Intelligence*

Andover MA, USA

Jun 2020 – Apr 2022

Project based apprenticeship in modern web development with a senior full stack engineer and executive manager during COVID19 pandemic. Sponsored by the BPO COVID Musicians Relief Fund.

- Built backend API using NEST, Typescript, TypeORM, NodeJS– frontend UX using React, NodeJS
- Basic unit and integration testing, configuration, data serialization, and authentication.

EDUCATION AND COMMUNITY ENGAGEMENT MANAGER*Boston Philharmonic Orchestra*

Boston MA, USA

Sept 2018 – Jun 2020

The BPO's education programs support Boston city school teachers and students. These opportunities include a wide range of personalized music instruction, small group lessons, and free community concerts.

- Managed equitable employment program for 25+ Teaching Artists
- Administered 1,500+ annual teaching hours in 20+ Boston city schools
- Financial oversight and administration of 100K+ education budget

PROJECT MANAGER (ONSITE & REMOTE)*Kathmandu Jazz Conservatory*

Kathmandu, Nepal

Jul 2018 – Apr 2020

- Technical writing, budgeting, business planning, assessment, program design
- Small, grassroots team raising 50K+ through grants and awards (Goethe Institute)
- Administrative streamlining consultation to implementation, paper to digital transition

PROGRAM MANAGER (FULBRIGHT RESEARCH)*Musicmatters Sri Lanka*

Colombo, Sri Lanka

Aug 2017 – Jul 2018

- Fulbright Scholar research on youth creativity in resource poor environments
- Trained local teachers and helped streamline administrative processes
- Classroom, ensemble, and 1-on-1 instruction in K-8 after-school programs

FACULTY, PERCUSSION STUDIO DIRECTOR*Afghanistan National Institute of Music*

Kabul, Afghanistan

Aug 2013 – Sept 2014

- Yearlong Faculty Residency, two Guest Artist Residencies funded by the World Bank
- Taught classes, coached ensembles, directed the percussion studio
- Negotiated contracts, grants, and sponsorships under pressure
- Classroom, ensemble, and 1-on-1 instruction at the collegiate level

References available on request

EDUCATION

McGILL UNIVERSITY	Montreal QC, Canada
<i>Master of Music in Jazz Performance</i>	<i>Oct 2011</i>
NEW ENGLAND CONSERVATORY OF MUSIC	Boston MA, USA
<i>Bachelor of Music in Jazz Performance</i>	<i>Jun 2009</i>
MANHATTAN SCHOOL OF MUSIC	New York NY, USA
<i>Pre-College Graduate Diploma</i>	<i>Jun 2005</i>
CRANFORD SENIOR HIGH SCHOOL	Cranford NJ, USA
<i>High School Graduate Diploma</i>	<i>Jun 2005</i>

CERTIFICATES

- Coding Bootcamp in Full Stack Web Development– MITxPRO, October 2021 (37 weeks)
- CS50 Certificate in Computer Science– Harvardx, December 2020

GRANTS & AWARDS

- Habitat Foundation: 2025, 2026
- Highland Street Foundation: 2026
- Wyss Charitable Foundation: 2024, 2025, 2026
- Swartz Foundation: 2024, 2025, 2026
- McKenzie Family Charitable Trust: 2024, 2025, 2026
- Hamilton Charitable Foundation: 2024, 2025, 2026
- Phillip and Agatha Moll Foundation: 2025, 2026
- Richard K. Lubin Family Foundation: 2025
- Lorimier Charitable Gift Fund: 2024, 2025, 2026
- Marni Grossman Family Fund: 2025
- University Impact: 2024, 2025
- Shippy Foundation: 2025
- Jack Benny Foundation: 2024, 2025, 2026
- Boston Foundation: 2024, 2025, 2026
- Graves Land and Cattle Charitable Trust: 2025
- Mastronardi Foundation: 2024, 2025, 2026
- Massachusetts Cultural Council CIP: 2024, 2025
- Fletcher Foundation: 2023
- Boston Cultural Council: 2023
- Goethe Project Award: 2020
- MIT Creative Arts 15K: 2019
- MIT Sandbox 5K: 2018
- Massachusetts Cultural Council: 2018
- Fulbright Research Scholarship: 2017

LINKS

- www.teachtolearn.life
- www.cultureconnect.app
- www.robert-jordon.com

SELECTED INTERNATIONAL CHARITABLE WORK

Community outreach, artist residencies, musical performances, workshops, lectures, teacher-training, curriculum development, administrative consultation, and fundraising:

- Esperanza Azteca: Puebla, Mexico (2025)
- Field Band Foundation: Soweto, South Africa (2023)
- Jardim Colombo: São Paulo, Brazil (2019)
- Himalayan Youth Foundation: Kathmandu, Nepal (2018)
- Calcutta School of Music: Calcutta, India (2018)
- Vidya Sagar School for the Blind: Chennai, India (2018)
- CHEERS ENT Hospital: Kathmandu, Nepal (2017)
- Music Basti: New Delhi, India (2017)
- Esufally Family Foundation: Colombo, Sri Lanka (2017)
- UNESCO Initiative: Anuradhapura, Sri Lanka (2017)
- Empower Through Integration: Tripoli, Lebanon (2016)
- Dessaix Baptiste Music School: Jacmel, Haiti (2015)
- Chemuchea Institute of Music: Cap Haitian, Haiti (2015)
- Trinity Music School: Port Aux Prince, Haiti (2015)
- Shroff Charity Eye Hospital: New Delhi, India (2015)
- Bridge Music Academy: New Delhi, India (2015)
- Swarnabhoomi Academy: Tamil Nadu, India (2015)
- One World College of Music: Gurgaon, India (2015)
- Wazir Akbar Khan School: Kabul, Afghanistan (2014)
- British Embassy: Kabul Afghanistan (2014)
- American University: Kabul, Afghanistan (2014)
- AFCECO Orphanage: Kabul, Afghanistan (2014)