



Rob is the Managing Director of Consulting Services at Cogeo ([www.cogeo.us](http://www.cogeo.us)), a firm that provides organizational advice and development services to nonprofits to optimize their efficiency and long-term sustainability. Rob was a Vice President and Partner with San Jose based Essex and Drake Fund Raising Counsel from 2004 - 2013.

From 2002 to 2004, Rob served as the Director of Development and External Affairs for Blue Oak School, the first independent school in the Napa Valley, where he raised over \$10M for facilities and endowment. Prior to Blue Oak, Rob spent 5 years as an executive with companies which specialized in developing web-based programs to assist non-profits in achieving membership-relation and fundraising success.

His institutional advancement experience includes a four-year stint as Director of Development for Major Gifts, Stanford University. From 2001-2008, he served on the Stanford University Soccer Advisory Board as chair on the sub-committee for facilities and long-range planning and 2004 was awarded the Stanford Cardinal Leadership Award.

Prior to Stanford, Rob was Director of the six-year \$103M Centennial Campaign for The Hotchkiss School, Lakeville, CT, the then largest campaign undertaken by an independent school globally. He has been a volunteer fundraiser for Williams College since graduation in 1983.

An avid soccer player and fan, Rob was a college All-American and has coached youth soccer for many years.

