



## **New formats, new institutions, new connections: Opportunities for associations in the new Europe**

**ESAE Annual Congress  
21 – 22 October 2009**



**Mark Carrigan**

### **Senior Consultant**

**Brakeley Fundraising & Management Consultants**

Based in Ireland, Mark joined Brakeley in July 2006 and brings with him considerable experience from both the commercial and not for profit sector. He has a proven ability to consistently exceed fundraising goals and provide tailor-made solutions that satisfy the needs of clients in a variety of different fields.

As a fundraising professional he has delivered strategic consultation, campaign planning, and major gift programmes to clients such as:

- Concern Worldwide
- Temple Street Children's Hospital
- International Society of Nephrology (ISN)
- City University London & Cass Business School
- The Foreign and Commonwealth Office of Great Britain
- The Archdiocese of Glasgow
- Aberdeen City Council
- Climate Group
- WWF
- The North Atlantic Salmon Conservation Organisation (NASCO)
- Glyndebourne Festival Opera
- The Ashmolean Museum Oxford
- Birmingham Royal Ballet
- Women's Aid
- Shelter

and The Football Association of Ireland, where he continues to advise them on sponsorship strategies and volunteer development for their Premier League and grass roots clubs. He has also acted as Director of Development for the Irish Alliance for Europe and Aberystwyth University.

Making use of both his fundraising and commercial background, Mark also heads up delivery of Brakeley's market leading wealth screening services which use advanced data mining technology and analysis to refine the donor pools and research resources of our clients.

Prior to his career in fundraising, Mark worked for five years managing client/market relations with Deutsche Bank in London/New York and with Morgan Stanley in Luxembourg.

Mark, who speaks fluent German, holds an honours degree in Business and Marketing from Dublin Business School, and is an alumnus of Glenstal Abbey School. In 2005 he received the President's Award from CCS Fundraising for his contribution to the firm and more recently has been elected as a Director to the Board of Fundraising Ireland. Mark has taken part in and delivered various executive programmes offered by organisations such as The International Fundraising Congress, CASE, the European Association for Planned Giving, EU Consult, the Institute of Fundraising, The Wheel, Fundraising Ireland, and the Irish Charities Tax Reform Group.