

Nicole Capossela: Chief Development Officer, Team Rubicon

Nicole Capossela serves as the Chief Development Officer for Team Rubicon (TR). In this capacity she leads the development and brand communications teams. These teams are responsible for all aspects of revenue, brand development, content creation and communications for the organization. She loves working with an incredible, driven group of people who are committed to making a meaningful impact and inspire me to be better each day.

Capossela has extensive leadership experience in nonprofit development and advertising with a proven track record of success in building and leading high performing teams, strategic planning and problem solving, donor and client relationship building, and developing and managing budget programs. She began her work in the nonprofit sector at the Assassination Archives and Research Center in Washington, DC. Later, she worked for the National Rifle Association as part of the development leadership team that built the NRA Office of Advancement.

In 2013, she moved to Los Angeles to join the University of California, Los Angeles (UCLA) and served as the Executive Director of Development, with a focus on Individual Giving. She was part of the senior leadership during UCLA's \$5.49 billion Centennial Campaign. After UCLA, Capossela spent two years as the Senior Vice President of Account Service at an advertising agency in Dallas, before returning to Los Angeles and the nonprofit sector in 2018 as the Chief Development Officer at Team Rubicon.

As a fundraiser, she has been responsible for raising over \$750 million, and as an advertising executive led strategic development campaigns and client management for prominent companies in the aerospace, defense, health care, nonprofit and amusement park industries. A strong background in fundraising coupled with experience in advertising and media company development has broadened her understanding of how each of these areas are intricately connected and when paired together, allow for more meaningful messaging and experiences for institutions, donors, and clients.

Capossela earned an undergraduate degree from George Washington University, a master certificate in Fundraising Management from Indiana University Lilly Family School of Philanthropy, and a master's degree in Public Administration with an emphasis in Nonprofit Management from George Mason University.