

## Sarah B. Clough

Vice President for Philanthropy Insights & Analytics  
Senior Consultant & Principal



Education: Cornell College, B.Mus.  
Boston University, M.S.

Residence: Iowa

### Experience

Sarah joined the firm in 2015. Skilled at translating ambiguous goals into actionable change roadmaps within complex organizations, she has guided clients across the globe through successful transformations and capacity-building initiatives to meet organizational and stakeholder demands. Sarah has partnered with more than 80 mission-driven organizations to design successful engagement and fundraising initiatives ranging from \$28 million to \$6 billion. In addition to her client work, Sarah is a member of the firm's executive team and serves on the Diversity, Equity, and Inclusion Committee.

Prior to her tenure at Marts&Lundy, Sarah held roles in business development, prospect development, and grants administration. At an integrated marketing firm, she led business development for market research, partnering with institutions to enhance and refine their marketing and communications strategies with actionable insights. At the University of Iowa, Sarah performed strategic data analysis to inform fundraising strategy, fostered a culture of continuous improvement, and facilitated cross-departmental collaboration. At The Danielsen Institute at Boston University, she supported center operations and research studies, planned events, and authored grant applications and impact reports.

A frequent author and speaker at regional and national events, Sarah enjoys sharing insights on the topics of prospect management, strategic decision-making, goal setting, leveraging data, change management, cross-functional collaboration, and donor and engagement strategies.

Sarah is an active volunteer and has served on several boards. She is a volunteer member of her local ambulance service as a nationally certified Advanced EMT.

### Representative List of Clients

American Public Media (Minnesota Public Radio)	Stetson University
American University of Sharjah	Swinburne University
Baylor University	Trine University
Bishop's University	Tulane University
Boston College Law School	University at Buffalo
The Branson School	University of California, Berkeley
	University of California, San Diego

Charles Sturt University  
Clark University  
The College Preparatory School  
Curry College  
Dallas Museum of Art  
Earthjustice  
Edgewood College  
Elon University  
Emporia State University  
Florida International University  
The Franklin Institute  
Fred Hutchinson Cancer Research Center  
Futures Without Violence  
Great Rivers Greenway Foundation  
Harpeth Hall School  
Hawaii Community Foundation  
Holden Forests & Gardens  
Inly School  
International Consortium of Minority  
Cybersecurity Professionals  
Kent Place School  
King's College  
La Trobe University  
London Business School  
London Symphony Orchestra  
Los Angeles County Museum of Natural  
History  
Louisiana State University  
Loyola Marymount University  
Loyola University Chicago  
Miami Country Day School  
Michigan State University  
Minneapolis Institute of Art  
Moravian College  
Museum of Contemporary Art Chicago  
Nanyang Technological University  
National Park Foundation  
Oklahoma City University  
Oklahoma State University

PBS Foundation  
Phoenix Art Museum  
Punahou School  
Salem State University  
San Diego Zoo Wildlife Alliance  
San Jose State University  
Simpson College  
Smithsonian National Air and Space Museum  
St. Christopher's School  
University of Colorado Boulder  
University of Colorado Denver  
University of Evansville  
University of Illinois Chicago Business School  
University of Illinois Foundation  
University of Iowa Center for Advancement  
University of Kentucky  
University of Maryland, Baltimore County  
University of Michigan Medicine  
University of Nevada, Las Vegas, UNLV  
Foundation  
University of Oklahoma  
University of Pittsburgh  
University of Richmond  
University of South Carolina  
University of Southern Mississippi Foundation  
University of Utah  
University of Washington  
University of Wisconsin-Milwaukee  
Upper Iowa University  
Wartburg Theological Seminary  
Washington University in St. Louis  
Wayne State University  
Xavier University