



**Joy Pohland Janssen**  
Principal Business Consultant  
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Joy Pohland Janssen is a Principal Business Consultant at Blackbaud. She has been with the Blackbaud team by way of Reeher for over four years. Before coming to Blackbaud, Joy worked in a variety of fundraising roles starting as a phonathon caller, filling multiple roles within annual giving, and as a gift officer. She has a strong history of problem solving with customers and using data to inform fundraising strategy to yield better results. Joy has spoken at a variety of conferences including Blackbaud's bbcon®, Blackbaud's Higher Ed Executive Summit (the conference formerly hosted by Reeher), various annual giving workshops, and directly with clients.