



Job Title: Development Manager

Location: Austin, Texas

Salary: \$50,000-\$55,000

Full-time based on 37.5 hours per week as applicable

Reports To: Chapter Development Director

Who We Are:

The Alzheimer's Association is the leading voluntary health organization in Alzheimer's care, support, and research. ***Our mission is to lead the way to end Alzheimer's and all other dementia - by accelerating global research, driving risk reduction and early detection, and maximizing quality care and support.***

At the Alzheimer's Association, our employees are at the core of all we do. Our network of more than 1,700 employees across the United States makes a difference each and every day for those impacted by Alzheimer's and those at risk for the disease.

We warmly invite qualified applicants to consider this opportunity to make a life-changing impact on the millions living with Alzheimer's, their caregivers, and those that may be diagnosed with the disease in the future. Read on to learn more about the role, then visit our website www.alz.org/jobs to find out more about who we are and why we've been recognized as a Best Place to Work the last eleven years in a row.

Position Summary:

As the Development Manager, you will lead the chapter in events such as the Walk to End Alzheimer's and The Longest Day. You will join an exclusive team of leaders responsible for the implementation of Walk to End Alzheimer's® the world's largest fundraiser for Alzheimer's care, support, and research. Walk to End Alzheimer's® ranks as the second-largest peer-to-peer fundraising event in the United States and continues to set the pace as one of the fastest-growing walk events in the country.

More than a Do It Yourself Fundraiser, The Longest Day is a signature event of the Alzheimer's Association and is one of the fastest growing and unique campaigns of its kind in the world.

The Longest Day is leading the peer-to-peer fundraising space with innovation and creativity, providing an excellent opportunity to engage new audiences in the fight to end Alzheimer's among many diverse activity groups, from the golfing and hiking communities to live streamers and bridge players.

Utilizing your proven networking and relationship-building skills to cultivate key community connections, you will drive success and achieve revenue goals by strategically identifying and engaging the community and corporate leaders and building and empowering sustainable volunteer committees.

As a successful fundraising leader who will manage multiple fundraising events simultaneously, you will coach and inspire your volunteers to implement and build on proven strategies and best practices that result in event growth year over year.

This role is right for you if:

- You have proven success at building sustainable corporate and community relationships that contribute to achieving event revenue goals and greater brand awareness
- You have successfully recruited, managed, and coached volunteers to effectively implement best and proven practices to achieve fundraising goals
- You have managed multiple volunteer-led events simultaneously that have resulted in revenue growth year over year
- You are known as uniter and have successfully built a positive, healthy, and inclusive team environment that has resulted in long-term community relationships
- You have achieved or surpassed designated financial and participant goals through team and individual fundraising, corporate solicitation, and community partnerships
- You have demonstrated success at prospecting, cultivating, and stewarding event teams, sponsors, and participants
- You are comfortable with managing event budgets, training volunteers, utilizing timelines, and translating data

What you Bring:

- Bachelor's degree or equivalent experience
- Proven experience in recruiting and mobilizing volunteers to achieve goals
- Preferred peer-to-peer fundraising experience or equivalent sales background
- Confident, goal-oriented, positive self-starter able to work independently with limited supervision and collaboratively with internal and external partners
- Demonstrated ability to form and develop corporate relationships and partnerships
- Ability to manage large numbers of volunteers at different levels of expertise with diplomacy
- Ability to work with diverse communities and demonstrate inclusion
- Excellent interpersonal skills, including verbal and written
- Ability and willingness to travel up to 50% within the assigned territory by car. Travel in this case, is considered time spent away from the office, in the community, to fulfill the job goals.
- While most such travel is on the same day, occasional overnight travel or air travel may be required. Must have a valid driver's license, access to a reliable vehicle, a good driving record, and proof of automobile insurance.
- Ability and willingness to work evenings and weekends as required for the job
- Ability to bend, stoop, lift and transport up to 25 lbs of materials
- Strong computer skills, proficient with Microsoft Office and Google Workspace products and social media; experience with, or ability to rapidly learn, Luminare/Convio software

Employees working 24 hours/week or more are eligible for a comprehensive benefits package, including medical, dental, vision, flex accounts, short and long-term disability, life insurance, long-term care insurance, tuition reimbursement, generous Paid Time Off, 12 annual holidays and Paid Family Leave, as well as an annual Cultural & Heritage Day and Volunteer Day of their choosing. They are also eligible for our gold standard 401(k) retirement plan.

Full-time employees (37.5 hours/week) will enjoy all of the above plus an annual School Visitation Day and an Elder Care Facility Day of their choosing.

The Alzheimer's Association is committed to diversity, equity, and inclusion in the workplace and provides consideration for an employment relationship without regard to race, color, religion, sex, sexual orientation, gender expression, gender identity, genetic predisposition, national origin, ethnicity, disability, veteran status, or any other characteristic protected by federal, state or local law.

Application Instructions

Please click on the link below to apply for this position. We look forward to hearing from you!

<https://jobs.alz.org/development-manager/job/20379262>