

Development Director, Central TX (Home Based)

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*****This role requires the individual to reside within the Austin Market*****

ABOUT SUSAN G. KOMEN

Susan G. Komen brings a 100% virtual working environment, and you can work anywhere within the U.S. We are a force united by a promise to end breast cancer forever. For over 40 years, we've led the way funding groundbreaking research, community health initiatives and advocacy programs in local communities across the U.S. Susan G. Komen is the ONLY organization that addresses breast cancer on multiple fronts such as research, community health, global outreach, and public policy initiatives to make the biggest impact against this disease.

Komen strives to have a culture of passionate, growth-minded professionals who thrive in a team environment and work collaboratively to inspire greatness in others! We take an ongoing approach to ensure open communication from all levels throughout the organization. It's encouraged to give and receive feedback to ensure two-way accountability with a focus on continual improvement both personally and professionally!

What you will be doing in the role of Development Director

The Development Director serves as a team leader and member of a community-based fundraising team for Susan G. Komen. This position will oversee the implementation of a year-round fundraising program for the market, working in close coordination with state or regional and national fundraising teams. The Development Director will lead the community fundraising team potentially with 1-2 direct reports and will be responsible for meeting revenue targets. The Development Director will be a strong player-coach, in addition to providing day-to-day leadership of the team, the Director must also help team members deliver tactical execution.

The primary fundraising program will be the MORE THAN PINK Walk™/Race for the Cure – the signature events for Susan G. Komen. This will include prospecting, cultivating, and soliciting sponsors, corporate teams, and top fundraisers. This position will also be responsible for driving execution and implementation of other revenue generating activities in the market area. which may include individual giving, major gifts, corporate engagement, and special events.

What you will bring to the table

- Development of year-round fundraising plan and budget to meet revenue goals.
- Assist in hiring, training, and supervising community fundraising staff.

- Expected to meet monthly fundraising goals for MORE THAN PINK Walk/Race for the Cure, third party events, individual giving, special events to include annual galas, etc. and maintain budget in line with organizational guidelines.
- Execute the strategy, management, and tactical fundraising plan of the MORE THAN PINK Walk™/ Race for the Cure® to meet revenue goals for the event(s).
- Securing and managing high dollar corporate partnerships for market events.
- Maintaining an ongoing pipeline of potential sponsors and donors.
- This role will require travel throughout specific markets, territories or assigned area(s), and will work in collaboration with national corporate partnership team to cultivate and activate national partners.
- Establish relationships and communication with key constituents which include top fundraisers, top team captains, event chairs and fundraising committees, sponsors, major to mid-level donors and volunteers.
- Adhere to best practices and event timelines and drive accountability by the team.
- Ability to keep participants, volunteers, and staff on track and motivated to reach goals.
- Work in collaboration with the Executive Director on identifying and cultivating potential major gift prospects in the community.
- Work cross functionally with other Community Development staff on larger regional or national strategies.
- Provides leadership in building confidence and a strong working relationship between the community and Susan G. Komen as an organization.
- Maintain a working knowledge of the Susan G. Komen mission and programs to promote the field and campaign fundraising initiatives.
- Maintains productive and collaborative relationships with all Komen staff; participates in regional and enterprise projects and committees as appropriate.
- Perform other related duties as assigned.

We already know you will have

- Must be willing and able to travel through geographic service area with your own reliable transportation.
- Bachelor's degree and minimum 5-7 years' experience in fundraising, special events and team management.
- 5 years minimum successful fundraising experience and expertise closing on \$1M in revenue, through corporate sponsorship, peer-to-peer fundraising campaigns and major gifts.
- Ability to close face to face fundraising and sponsorships.
- Strong executive volunteer recruitment and management skills and demonstrated ability to provide a high level of customer service and motivation to business and social leaders.
- Excellent planning, organizational and follow-up skills.
- Demonstrated professional and mature interaction with other staff and leadership volunteers, sponsors, donors and others to engage them toward the achievement of revenue goals.
- Proven ability to manage multiple projects with varying priorities at one time.
- Excellent verbal and written communication skills. Ability to effectively speak and present to individuals including high net worth donors, executive corporate management as well as small, mid-size and large groups.
- Willingness and ability to travel throughout the market and work evenings and weekends as needed.
- Familiar with the community and local non-profit space.
- Must be willing and able to travel through geographic service area.

So, what's in it for you?

Komen believes in the importance of taking care of our employees so that in turn they can be committed to supporting our critical mission to support those impacted by breast cancer and to help find cures. This is what Komen provides away from the computer:

- Competitive salary 60K-85K; exact compensation ranges are based on various factors including but not limited to the labor market, job level, internal equity, and budget. Offers given will take into consideration candidate's skills, education, experience, geographic location, and other necessary credentials.
- Health, dental, vision and a retirement plan with a 6% employer match
- Generous Paid Time Off Plan
- Flexible work arrangement in a fully remote working environment
- Bi-weekly work from home stipend
- Parental leave
- Tuition Reimbursement
- A culture of learning and development
- And so much more!

Komen provides a remote and/or home-based working environment for all active employees. Komen defines remote as the ability to work from any physical location within the U.S. where an employee can perform specified work duties without disruption or distraction. Komen defines home-based roles as positions that are required to reside in a specific market. Work schedules for both remote and home based are determined by the organizational needs of each department.

Susan G. Komen is fair and equal in all its employment practices for persons without regard to age, race, color, religion, gender, national origin, disability, veteran status, or sexual orientation. Additionally, we embrace Diverse Teams & Perspective, and we find strength in the diversity of cultural backgrounds, ideas, and experiences.

SORRY NO AGENCIES