



Director of Development and Stakeholder Engagement Sickle Cell Disease Association of America, Inc.

Overview

The Sickle Cell Disease Association of America, Inc., (SCDAA) is seeking an experienced, innovative, committed and mission-driven development professional to establish, lead and build a robust and enduring fundraising and relationship cultivation program.

SCDAA is composed of fifty-plus community-based member organizations spanning thirty states across the nation. Our mission is to advocate for people affected by sickle cell conditions and empower community-based organizations to maximize quality-of-life and raise public consciousness while advancing the search for a universal cure. This is an exciting time in the history of sickle cell disease, full of hope and promise. Join SCDAA as we celebrate the past and pave the way for the future of our Association.

The director of development will oversee, execute, and manage a successful fundraising strategy, grow an individual and corporate donor base, and create and implement the strategic plan for SCDAA's contributed income from events, major gifts, planned giving, corporate initiatives, direct marketing, and foundation relations. Reporting to the SCDAA president and CEO, this role will identify opportunities to enhance benefits and strengthen key stakeholder relationships. The successful candidate will provide thought leadership and strategic direction that will further secure SCDAA's financial future.

Duties and Responsibilities

- Develop and execute a strategic plan to identify, cultivate, solicit and secure major gifts from foundations, corporations and individuals for programmatic and operational needs and grow the development/fundraising team.
- Develop and manage special initiatives related to awareness building and fund development on a national scale
- Direct activities and initiatives to enhance SCDAA's stakeholder relationships, initiatives and/or programs and learn from them how SCDAA can better serve their needs
- Oversee activities of fundraising and grant writing consultants
- Assist with setting annual goals and monitor annual giving revenue based on results
- Identify and coordinate the solicitation of grant writing/funding for capacity-building and organizational development
- Identify and oversee the implementation of a donor management software system
- Oversee the proper implementation of the donation communication process, ensuring timely, accurate and mission-appropriate communications -- from solicitation to acknowledgement
- Foster a strong relationship with SCDAA's national corporate partners; cultivate and maintain new relationships with prospective sponsors and donors in the greater Maryland area and beyond

- Initiate and grow national fundraising events and special campaigns (i.e., Giving Tuesday, End of Year Campaign, etc.)
- Oversee branding, image and consistency of messaging in all organization materials and content
- Collaborate internally with the National office's finance department in the development and management of web-based donations programs
- Serve as staff liaison to the fundraising committee of the SCDA National board of directors
- Other duties as assigned by the SCDA president

Education and Qualifications

- Bachelor's degree from an accredited four-year college/university in the areas of nonprofit management, marketing, public administration, or a related field

Requirements

The ideal candidate will have the following:

- A demonstrated track record of successful fundraising experience, development campaigns, fund development, grant writing, or related areas in a not-for-profit, mission-driven, environment
- Minimum of 7-10 years of experience and demonstrated success with managing major fundraising campaigns and events on a broad scale
- Exceptional professional interpersonal communication and supervisory skills. Comfortable collaborating with a range of diverse stakeholders and doing so effectively and in a respectful manner
- Minimum of 7-10 years of management skills, strategic and analytical experience, coupled with knowledge of and respect for organizational protocol
- Excellent organizational and communication (written, verbal and presentation) skills
- Proficient in Microsoft Word, Microsoft Outlook, PowerPoint, and Excel
- Proficient with donor base software
- Experience managing membership programs a plus

SCDA operates on a hybrid schedule. Individuals with demonstrated experience should forward their resume and a cover letter to Info@sicklecelldisease.org and put "Director of Development and Stakeholder Engagement" in the subject line.

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