

TOWER CANCER RESEARCH FOUNDATION – DIRECTOR OF DEVELOPMENT

POSITION SUMMARY:

The Development Director will work with Tower Cancer Research Foundation's Executive Director, Board of Directors, and staff to create and execute a comprehensive strategic approach to Tower's fundraising including: major gifts, annual fund, planned giving, special events, corporate giving, strategic partnerships and in-kind resources.

QUALIFICATIONS:

- 8 years minimum experience in professional fundraising.
- Demonstrated experience building and managing a robust major gifts pipeline, with a successful track record of securing 6+ figure gifts.
- Adept at creating and implementing strategic fundraising plans.
- Prospect research knowledge and experience.
- Ability to effectively liaise with executive-level leaders.
- Strong collaborator with board leadership and staff team.
- Excellent persuasive writing, verbal communication and analytical skills.
- Knowledge of Raiser's Edge, or similar donor database management software is preferred.
- Proficient computer skills.

JOB RESPONSIBILITIES:

Planning and implementation activities:

- Lead the creation and implementation of a multi-faceted, growing development program to support the strategic priorities of the Foundation.
- Expand the Foundation's major gifts program including donor identification, cultivation, solicitation and stewardship.
- Actively engage the Executive Director and Tower's Board of Directors in development planning and ongoing fundraising efforts.
- Create and execute a strategy to build a sustained and growing annual fund composed of individual donors.
- Monitor and evaluate the effectiveness of fundraising activities against achieved results; modify plans where necessary based on metrics and solicited feedback.
- Work with Tower staff to plan and execute annual fundraising events including a gala, luncheon, golf tournament, among others.
- Serve as a primary liaison with Tower's support groups and help develop and implement collaborative strategies to support their growth and success.

Organizational capacity and reporting activities:

- Establish a formal prospect research and tracking process.
- Work with staff and consultants to expand Raiser's Edge functionality and capabilities to support development processes and needs.
- Prepare and present regular reports on progress, budgets, and expenditure related to fundraising and the management of development activities.

SALARY/BENEFITS:

Commensurate upon experience.

Tower offers excellent health, dental & vision benefits.

PLEASE SEND RESUME, COVER LETTER, SALARY REQUIREMENT to Linda.David@towercancer.org