



American Heart Association (AHA) - Heart Walk Director

Are you ready to join an organization where you can make an extraordinary impact every day?

Imagine all Americans enjoying ideal cardiovascular health free of heart disease and stroke. At the American Heart Association and American Stroke Association, we get to work toward that goal every day. Is it easy? No. Is it worthwhile? Absolutely.

This is satisfying and challenging work that makes a real difference in people's lives. We are where you can achieve professional growth with personal fulfillment. We are where you can connect people to making a lifesaving impact. We are where you can partner with individuals, schools, lawmakers, healthcare providers and others to ensure everyone has access to healthier lifestyle choices and proper healthcare. The American Heart Association is where you can make an extraordinary impact.

The American Heart Association (AHA) has an excellent opportunity for a Heart Walk Director for our Broward market. Responsible for developing and maintaining relationships with AHA corporate partners and selling sponsorships for one of our major events, the annual Heart Walk.

Responsibilities Include:

- Setting and meeting aggressive fundraising goals
- Securing corporate sponsorships and individual donations
- Recruiting and coaching volunteers and Executive Cabinet members
- Interacting with “C” suite individuals
- Daily travel throughout the assigned territory.

BA/BS degree or equivalent work experience. Ideal candidate will have 2-3+ years of prior outside sales or professional fundraising experience. Must have a successful track record of meeting and exceeding goals and expectations, along with demonstrated negotiation and motivation skills. Preference will be given to local candidates.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skills and ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Minimum of 3 years' experience in fund raising or outside sales position that involves building and maintaining sales relationship.
- Possess strong selling and negotiation skills.
- Knowledge and demonstrated ability to successfully identify, cultivate, recruit, and maintain relationships with top level volunteers from identified companies.
- Demonstrated skills in fundraising or successful outside sales.

- Proven ability to understand and navigate corporate cultures to achieve goals.
- Demonstrated skills in written and oral communication at all organizational levels.
- Ability to plan and conduct meetings.
- Valid driver's license, proof of at least minimum state required automobile liability insurance and ability and willingness to travel as position demands.
- Ability to work outside standard hours as needed, including occasional evenings and weekends.
- Ability to use Microsoft products, computer software, run reports and maintain accurate data.
- Satisfactory background checks including consumer credit, motor vehicle, and criminal history.
- Supervisory Responsibilities: May include indirect supervision of administrative staff supporting the event.

Apply online at <http://www.heart.org/careers>

At American Heart Association | American Stroke Association, diversity, inclusion, and equal opportunity applies to both our workforce and the communities we serve as it relates to heart health and stroke prevention.

EOE Minorities/Females/Protected Veterans/Persons with Disabilities

About Strategic Philanthropy:

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

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