



Leukemia and Lymphoma Society - Fundraising Campaign Director

Summary: Responsible for managing and implementing the Southern Florida Chapter's Man/Woman of the Year fundraising campaign(s) or core event(s) to achieve and exceed revenue goals for the Leukemia & Lymphoma Society (LLS) in support of LLS' mission, within the region and/or chapter's chartered area.

Reports to: Area Director or Executive Director

Supervises: May supervise assigned staff

Responsibilities

- Oversee all aspects of the Ft. Lauderdale Man/Woman of the Year fundraising campaign. May also assist with other fundraising campaigns to include the Light The Night Walk, Team In Training, School & Youth Programs, Man & Woman of the Year (Miami), Leukemia Cup Regatta, or other fundraising campaigns.
- Implement the comprehensive strategic plan for assigned fundraising campaigns which includes organizational best practices, specific revenue and expense budget, timeline, logistics, volunteer activities and recruitment, marketing, logistics and sponsorship plan for each event.
- Develop positive volunteer interactions through recruitment, mentoring, and providing comprehensive support for volunteer leadership and participants to develop and achieve personal fundraising plans, while focusing on the mission of LLS.
- Implement organizational best practices with regard to recruiting and managing high level volunteers, revenue generation activities, expense and fiscal controls and marketing/promotions and logistics resulting in chapter revenue growth and achievement of revenue goals.
- Responsible for supervising and training campaign and support staff in the delivery of special events.
- Identify target audiences and build appropriate recruitment and fundraising strategies to successfully recruit, acknowledge, and retain and upgrade event donors/participants.
- Utilize proven promotional activities ensuring the success of events and to enhance public awareness of LLS and its mission.
- Evaluate the effectiveness of the on-going fundraising campaign(s), including fundraising efficiency (cost/expense), community engagement, event satisfaction, and overall success of the campaign.
- Ensure media, material, in-kind and cash sponsorships are secured through a coordinated plan that includes proposal development, prospect identification, cultivation, retention and recognition.

- Manage campaign materials required for the successful implementation of assigned special events including recruitment/promotional flyers and brochures, invitations, posters, training materials, pledge retrieval or motivational materials, etc.
- Assist, as assigned, in the development and implementation of other chapter activities.
- Maintain a working knowledge of the LLS's mission and programs to promote the Society's fundraising, research, and patient initiatives.
- Perform other related duties as assigned.

Qualifications

Education & Experience Requirements:

- Bachelor's Degree
- 6 years fundraising, sales, marketing, communications experience
- Previous experience as a Campaign Manager

Position Requirements:

- Collaborate with Mission Team ensuring success of patient access, education, public policy & advocacy and research
- Excellent verbal and written communication skills.
- Demonstrated knowledge and use of digital, social media & emerging online channels
- Strong background in volunteer recruitment, management and cultivation
- Capable of balancing multiple priorities effectively.
- Enthusiastic, self-motivated and committed to excellence.
- Capable of working well with a variety of personalities and leadership styles.
- Highly organized and professional demeanor.
- Resourcefulness, promotions savvy and problem solving acumen.
- Knowledge of MS Office Suite

Physical Demands & Work Environment:

- Physical demands are minimal and typical of similar jobs in comparable organizations
- Work environment is representative and typical of similar jobs in comparable organizations
- May be required to move Campaign materials weighing up to 15 pounds for various events.
- Travel up to 20%.
- Required to work evenings or weekends.

Disclaimer

The statements herein are intended to describe the general nature and level of work being performed by employees, and are not to be construed as an exhaustive list of responsibilities, duties, and skills required of employees. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the Company. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The Leukemia & Lymphoma Society (LLS) does not accept resumes from third party recruitment/search firms. Please do not forward resumes to LLS employees or any company locations or email addresses. LLS is not responsible for any fees related to resumes not solicited by LLS Recruiting. The Leukemia & Lymphoma Society (LLS) is an Equal Opportunity Employer.

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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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