



Susan G. Komen - Development Manager South Florida

You must already live in Southern Florida for full consideration of this role.

Basic Function

The Development Manager for **South Florida** serves as a leader and member of a community-based fundraising team for Susan G. Komen. This position will play a key role in the implementation of a year-round fundraising program. The Development Manager will assist in reaching the local market revenue goals.

The key fundraising program and focus of the Development Manager will be the MORE THAN PINK Walk/Race for the Cure(s). This will include recruitment, retention and cultivation of corporate teams, top fundraisers, survivors / those living with metastatic disease, as well as executing the logistics of the event. This position will also be responsible for managing other local fundraising programs such as galas, third party events and other fundraising events.

Primary Responsibilities

Assist in the development of year-round fundraising plan and budget to meet revenue goals for the Market.

Working with the National Race/Walk team, assist in management and execution of local MORE THAN PINK Walk [™]/ Race for the Cure [®] events to meet revenue goals.

Expected to meet monthly fundraising goals for MTPW/RFTC, Third Party Events, individual giving, etc and maintain budget in line with organizational guidelines.

Support Development Director in the execution of events outside of Race/Walk and individual giving to drive revenue.

Support securing and managing high dollar corporate sponsorships for market events.

Assisting in the execution of national partnership programs in market when necessary.

Assist in the management of communication with key constituents which include top fundraisers, top team captains, sponsors and volunteers.

Identify creative ways to motivate and interact with MTPW Team Captains and Walkers to ensure retention year over year.

Adhere to best practices and event timelines and drive accountability by the team.

Ability to keep participants, donors, volunteers, and staff on track and motivated to reach revenue goals.

Work cross functionally with other Development Managers on larger 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 a productive and collaborative relationships with all Komen staff; participates on regional and enterprise projects and committees as appropriate.

Perform other related duties as assigned.

Management Responsibility

May supervise work of others, including planning, assigning and scheduling work, reviewing work and ensuring quality standards, training staff and overseeing their productivity. May offer recommendations for hiring, pay changes and termination, but does not have responsibility for making these decisions.

Position Qualifications

3 years' experience in fundraising, special events and team management.

3 years fundraising experience overseeing \$500K+ in revenue, through peer to peer fundraising events, major gifts and sponsorship.

History of raising a minimum of \$500K in revenue generation.

Proven track record with peer to peer fundraising execution in recruitment, retention and cultivating groups of fundraisers.

Ability to close face to face sales and sponsorships.

Strong 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 reside within the market being supported and be willing and able to travel through geographic service area.

Education: Bachelor's Degree: Marketing, Communications, Business Administration, Nonprofit Management, Social Entrepreneurship; other equivalencies considered.

SORRY NO AGENCIES

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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