



The American Lung Association - Development Manager

The American Lung Association has a great opportunity for a Development Manager to join our incredible team in the Southeast Region. Working as a member Development Team, you will join an outstanding group of professionals dedicated to our mission: to save lives by improving lung health and preventing lung disease, through research, education and advocacy.

In this role, the Development Manager will be responsible for managing all aspects related to the implementation of assigned Special Events including recruitment of volunteer committees, sponsors, teams and individual participants. Responsible for achieving revenue and participant goals, overseeing the budget, adhering to a 12-month event timeline, event logistics, and expansion of fundraising events that build and strengthen connections to potential and existing volunteers and donors.

PRINCIPAL ACCOUNTABILITIES:

- Ensure all special events achieve/exceed revenue goal by implementing industry best practices for recruiting event committees, teams, sponsors and individuals to grow our constituent base
- Plan and execute Corporate Recruitment events to drive sponsor and event participation, and educate constituents about the mission of the American Lung Association
- Recruit and cultivate participants utilizing the defined cultivation strategy to ensure successful participant fundraising and retention
- Evaluate event results and prepare recommendations for future events to expand our community reach
- In collaboration with Executive Director, manage the event budget to ensure expenses remain below prescribed percentage by recruiting in-kind sponsors or underwriters for the majority of event goods & services
- Work with members of the Marketing/Communication team to solicit media partnerships for the event
- Supervise the planning of event logistics and serve as the staff manager on event day to provide an excellent experience for all participants
- Accurately update all databases as required
- Complete special projects and serve as the local contact for third party events in the community as the opportunities become available or as assigned

QUALIFICATIONS:

- Bachelor's Degree in Non-Profit Management, Marketing, or related field required
- Minimum of 5 years fundraising experience
- Demonstrated success in external relationship management and volunteer recruitment
- Proven ability to cultivate and steward relationships across a diverse population

- Ability to multi-task in a fast-paced work environment
- Superb organizational skills with a strong attention to details
- Strong verbal and written communication skills and proficient in social & digital media
- Must hold a valid driver's license, have the ability to work nights and weekends with some overnights required
- Ability to lift and carry 25 lbs. (event supplies)

Consistent with its mission, the American Lung Association maintains a smoke-free work place; all employees must abstain from tobacco use in any form.

To apply visit: <http://www.lung.org/about-us/careers/southeast/development-manager-fl.html>

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.

For future job postings, follow us on:

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