



Director of Development

Who We Are

Founded in 1977, the Les Turner ALS Foundation is the leader in comprehensive ALS care in Chicagoland. Although we're one of the largest independent ALS groups in the country, we treat each person like family and we're committed to supporting them every step of the way. Our individualized approach ensures each person living with the disease receives the best quality of care, and our local community of support provides their loved ones with answers and encouragement. Our Les Turner ALS Center at Northwestern Medicine is led by the most well-respected and successful clinicians and researchers in the field, advancing vital care and research in pursuit of life-enhancing treatments and a cure.

Our mission is to provide the most comprehensive care and support to people living with ALS and their families in Chicagoland so they can confidently navigate the disease, and advance scientific research for the prevention, treatment and cure of ALS.

We're committed to supporting each person living with ALS, and those that love them, every step of the way.

What You'll Do

We are seeking a dynamic, experienced Director of Development to join our family. The Director of Development is responsible for advancing our mission by leading all fundraising and development activities and for leading our entire fundraising team to success. You will create a comprehensive fundraising strategy and establish and implement the infrastructure needed to grow a \$3 million-plus budget through the solicitation of gifts and contributions including individual giving, major gifts, annual giving, special events, planned giving, grants and corporate and foundation support.

You will work to expand and diversify our donor base by developing and maintaining positive relationships with potential and current donors, foundation administrators, corporate giving officers and others as appropriate to provide support for our initiatives. As a member of the senior leadership team, you will guide the work of the fundraising team and collaborate with other teams to coordinate fundraising activities and donor stewardship efforts. You will also work in partnership with the Board of Directors and with members of the development staff at Northwestern Medicine's Feinberg School of Medicine to solicit, cultivate and steward donors. The Director of Development reports directly to our Chief Executive Officer.

Key Responsibilities

- Define, develop and implement a short-term and long-term development plan, raising funds in support of the Foundation's overall budget while ensuring that efforts carried out are keeping with the organization's mission, vision and brand.
- Oversee the planning and effectiveness of our special events including our: ALS Walk for Life, Strike Out ALS 5k and 1 Mile Run, Walk & Roll, Hope Through Caring Gala and our Fundraise Your Way program
- Lead and manage members of the fundraising staff (2.5), elevating the overall performance of the team by ensuring that they meet fundraising goals through special events, individual donations, corporate sponsorships, online giving and grants.
- Support and partner with the CEO in major donor identification and solicitation, including meeting with donors, creating gift proposals and managing gift agreements/naming opportunities.
- Establish close working relationships with members of the Support Services team to understand the (1) needs of the ALS community and the financial support that each Foundation program needs and (2) grow the Grateful Patient program.
- Establish and manage donor recognition plan including, but not limited to, donor acknowledgment letters, corporate and individual donor stewardship events and sponsor and individual donor recognition.
- Responsible for the development of fundraising and stewardship materials, working closely with the Marketing and Communications team.
- Partner with Administrative and Systems staff to maintain the integrity of our CRM (Blackbaud's Raiser's Edge/Luminate Online system), optimize donor information, improve data collection, revenue tracking, event results and performance of various initiatives.
- Act as staff liaison in support of Board member fundraising initiatives, attending Board meetings and providing Development education and support when needed. Work with the Marketing and Communications Director and the Development and Communications Committee Chair in leading and engaging members of the Development and Communications Committee.
- Attend Foundation special events and other programming as appropriate.

What You'll Bring

- Must be comfortable working with people and families affected by ALS.
- Bachelor's degree required with 7 to 10 years professional experience in the field of development or related experience, including at least two years of management experience required.
- Experience preferred in non-profit organizations.
- Demonstrated success in fundraising including individual, corporate and foundation solicitations and event management.
- Must be a highly motivated, goal-oriented strategic thinker with the ability to work independently, determine and set priorities, manage multiple and interdisciplinary projects and maintain a high degree of professionalism and confidentiality.
- Excellent interpersonal, verbal and written communication skills required.
- Strong computer skills and database skills; experience with Raiser's Edge and Luminate Online preferred.
- Ability and willingness to travel required.

01/04/2019

What We Offer:

We offer a warm, friendly office environment full of highly-motivated and inspiring teammates. Salary for this role is competitive and commensurate with your skills and experience. Our benefits package is robust and includes: comprehensive health insurance, 401k with organizational match, generous paid time off, nine paid holidays, summer hours, disability and life insurance.

The Director of Development is a full-time, salaried, administrative exempt position. The Foundation complies with the Fair Labor Standards Act and the Americans with Disabilities Act.

To Apply:

Please send resume, cover letter and writing sample to Deb Marron, Office and HR Manager, by emailing her at dmarron@lesturnerals.org. The position will remain open and posted until filled.