**Fundraising Campaign Director**

Job Location NC-Charlotte

Full Time Regular

**Why LLS**

How many people can answer the question, "What do you do for a living?" with the answer, "I help find cures for cancer." At LLS, employees take our mission seriously. Whether you work in one of our chapters, are an accountant at the national office or a specialist in our Information Resource Center, you work each day on making our mission a reality: Cure leukemia, lymphoma, Hodgkin's disease and myeloma, and improve the quality of life of patients and their families.

Join us and give new meaning to the word, "job."

**Overview**

Responsible for managing and implementing Man Woman of The Year 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

**Supervises:** Campaign Manager

**Additional Position Information**

The Charlotte office of the North Carolina chapter of The Leukemia & Lymphoma Society seeks a Fundraising Campaign Director to lead their Man Woman of The Year campaign. The Man & Woman of the Year (MWOY) campaign is a spirited 10-week fundraising competition where participants raise funds toward the LLS mission in honor of local blood cancer survivors given the titles of Boy & Girl of the Year. In 2018, the Charlotte office raised more than $1.4 million.

**Responsibilities**

•Implement the comprehensive strategic plan for Man Woman of The Year 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 Man Woman of The Year, 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, event planning 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.

**To Apply**

<https://careers-lls.icims.com/jobs/3762/fundraising-campaign-director/job>