**Director of Development**

**Company Description**

JDRF is the leading global organization focused on type 1 diabetes (T1D) research. JDRF’s goal is to progressively remove the impact of T1D from people’s lives until we achieve a world without T1D. As the largest charitable supporter of T1D research, JDRF has invested nearly $2B in research over the past 45 years and is sponsoring scientific research in 17 countries worldwide.

The Greater Western Carolinas Chapter plays a vital role in JDRF’s success. With annual revenue in FY 2017 of over $5 Million, the Chapter is one of the most successful in the country and a perennially strong performing JDRF Chapter. The Chapter has a strong staff, passionate and engaged Board of Directors, and countless dedicated volunteers who are actively engaged and passionate supports of JDRF.

**Job Description**

Lead, manage, develop, and expand fundraising programs that build and strengthen connections with prospective and existing volunteers and donors to increase the Chapter’s revenue.Work in partnership with the Executive Director, Chapter staff and senior volunteer leadership to increase the revenue of assigned fundraising activities.  Ensure that the fundraising and non-fundraising priorities of JDRF grow through increased corporate, family, volunteer, and other consistent involvement.  Organize and manage appropriate committees with volunteers to expand fundraising and non-fundraising programs.

**RESPONSIBILITIES:**

* Support and maintain the vision, mission, priorities, strategic direction and guiding principles of JDRF
* Formulate, implement, and lead strategies and tactics for chapter fundraising and Development activities to sustain continued growth, maximum penetration of core market areas and opportunities for expansion
* Provide strategic direction and active leadership for specific fundraising activities including, but not limited to, corporate sponsorships for Chapter fundraising events and outreach programs, volunteer leadership pipeline, event leadership pipeline and major gifts (in coordination with the Executive Director and Regional Director for Major Gifts)
* Maintain an active portfolio of prospective and current donors, primarily corporate but also including individual supporters, as determined in coordination with the Executive Director
* Recruit, lead and manage the Corporate Development Committee
* Provide support to the Greenville, SC and Asheville, NC communities for corporate development as needed
* Oversee and ensure fulfillment of sponsorship benefits and stewardship activities for corporate  
  supporters
* Actively participates in the National Stewardship Plan
* Consistently and regularly utilizes constituent database (CRM) to track stewardship and donor activity
* Establish a network and represent the organization in professional societies/organizations
* Identify and cultivate board members, including  making recommendations for Board nominations
* Develop an annual plan for each assigned priority including financial goals and objectives.
* Assist in identifying and cultivating major donors
* Establish and maintain departmental and organization wide policies and procedures.  Plan, schedule, prioritize, abide by and monitor all activities and procedures related to the department.
* Develop timelines and budgets, and ensure that tasks are completed on time and within budget.  Meet or exceed income goals and achieve “at or under” expense budget.
* Maintain a basic understanding of JDRF’s mission and research cure therapeutics.
* Ensure the confidentiality and security of proprietary information.
* Perform other duties as assigned by the Executive Director.

**Qualifications**

* Bachelor’s Degree Required. Master’s Degree and/or CFRE a plus.
* 8 or more years of relevant fundraising/business experience required or equivalent combination of  
  education and experience.  2 or more years in a supervisory capacity preferred.
* Volunteer and Committee management experience preferred.
* Understanding of computer systems and databases.  Proficient in Microsoft Office.
* Able to effectively multi-task, establish priorities, and work in a fast-paced, ever-changing  
  environment.
* Team player that has the ability to interface with all levels of staff and volunteers.
* Exceptional management, leadership, and team-building skills.
* Detail-oriented and strong organizational skills.
* Excellent written, oral, and communication skills.
* Superior active listening, observation, analytical, and problem recognition and solving skills.
* Ability to work and make judgments independently and take initiative.
* Ability to travel locally required. Occasional overnight travel as needed.  Occasional evening and weekend work required as needed.

**How to Apply:**

If you’d like to join our team, please submit your resume and cover letter with salary requirements to JDRF by visiting [www.jdrf.org/careers](http://www.jdrf.org/careers) or clicking the job URL <http://smrtr.io/JP2v9g>

**JDRF International is an Equal Opportunity Employer**