

## **Business Development Director - North Carolina or Virginia**

<https://careers.lls.org/us/en/job/412/Business-Development-Director-North-Carolina-or-Virginia>

*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 regions, 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."*

**Summary:** As part of a mission centric, locally delivered and nationally powered organization this role serves as an innovative fundraising and sales leader who is responsible for new business development for all revenue streams in designated market area, strategic high-impact fundraising activities, corporate development, mission integration, and volunteer management. The Business Development & Partnership Director is responsible for multi-market collaboration to maximize fundraising opportunities. Relentlessly pursuing cancer cures.

As a valued member of LLS, you are eligible for a comprehensive benefits package. Our offerings include medical, dental, and vision insurance; life insurance; flexible spending accounts; a 403b retirement plan along with generous paid time off. In addition, we observe federal paid holidays throughout the year, and offer a wellness program and an employee assistance program.

While employees may be permitted to work remotely, travel to the assigned office, HUB or Satellite Offices may be required as determined by the employee's manager and the employee's People Organization Generalist.

### **Duties and Responsibilities:**

#### **Mission Integration**

- Work in partnership with Education, Services and Health Research department to effectively communicate the LLS overall mission, programs, resources and priorities. Responsible for organizing mission centered, local donor cultivation events and prospecting high-impact donors for national stewardship activities

#### **Business & Corporate Development**

- Responsible for Business Development fundraising revenue and P&L for market area. Responsible for generating and managing a corporate portfolio of 80-100 new and expandable prospects. Prospect with new corporate business partners within designated market area. Accountable for the creation and oversight for the business development revenue, expense budget, timeline and sponsorship plan. Collaborate with national shared services in the Corporate Development department and Territory Business Development Directors to identify and secure national partnerships

### Volunteer Management

- Partner with high-impact volunteers to leverage corporate relationships and develop plans for engaging new corporate partners. Network for and develop relationships with strategic business professionals and volunteers.

### Innovation in High Impact Fundraising

- Direct fundraising activities with prospects by engaging national and local peer to peer fundraising events and mission fundraising. Collaborate with the Campaign Development Team to develop new business. Develop and write grant proposals for foundations, corporations and public agencies within the designated market area. Meets with those organizations that look most promising. Maintain a working knowledge of the LLS mission and programs to promote Organizational initiatives. Perform other related duties as assigned

### Education & Experience Requirements:

- Bachelor's degree
- 7-8 years of business development or other related experience

### Position Requirements:

- A strong sense of client/customer service and a strong drive for results
- Strong project, process and event management skills
- Excellent interpersonal/customer relations skills
- Persuasive communication skills

### 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
- Local travel up to 30%
- Required to work some nights and weekends

The statements herein are intended to describe the general nature and level of work being performed by employees, and are not to be construed as an exhaustive list of responsibilities, duties, and skills required of employees. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the Company. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

### Disclaimer

LLS is an equal employment opportunity employer committed to diversity and inclusion in its workplace. All qualified applicants will receive consideration for employment without regard to sex,

gender, gender identity and expression (including transgender status), sexual orientation, pregnancy, age, race, color, creed, national origin/ancestry, citizenship, religion, genetic predisposition or information, physical or veteran status, or any other characteristic protected by law. LLS seeks such skilled and qualified individuals to share our mission and where they will join a cohort of others who have chosen to call LLS home. LLS complies with all applicable laws which prohibit discrimination and harassment in the workplace, and is committed to maintaining a diverse and inclusive environment supportive of all of our employees and the communities we serve.