

**Director of Development and Stakeholder Engagement
Sickle Cell Disease Association of America, Inc.**

Overview

The Sickle Cell Disease Association of America, Inc., (SCDAA), is seeking an experienced, innovative, committed, and mission-driven Development professional to establish and lead a robust and enduring fundraising and relationship-building program.

SCDAA is composed of fifty-plus community-based member organizations spanning 29 states across the nation. Our mission is to advocate for people affected by sickle cell conditions and empower community-based organizations to maximize quality-of-life and raise public consciousness while advancing the search for a universal cure. In this, our 50th anniversary year, we are celebrating the past and paving the way for the future of our Association of fifty-plus community-based member organizations spanning twenty-nine states across the nation.

The Director of Development will oversee, execute, and manage a successful fundraising strategy, grow an individual and corporate donor base, and create and implement the strategic plan for SCDAA's contributed income from events, major gifts, Planned Giving, corporate initiatives, direct-marketing, and foundation relations. This role reports to the President and works closely with the SCDAA Board of Directors and the Communications team to identify opportunities to enhance benefits and strengthen key stakeholder relationships. The successful candidate will provide thought-leadership and strategic direction that will further secure SCDAA's financial future.

Duties and Responsibilities

- Identify, cultivate, solicit, and secure major gifts from foundations, corporations, and individuals for programmatic and operational needs.
- Develop and manage special initiatives related to awareness building and in celebration of the 50th anniversary and fund development on a national scale
- Direct activities and initiatives to enhance SCDAA's stakeholder relationships, initiatives and /or programs and learn from them how SCDAA can better serve their needs
- Assist with setting annual goals and monitor annual giving revenue based on results
- Identify and coordinate the solicitation of grant writing/funding for capacity-building and organizational development
- Identify and oversee the implementation of a Donor Management software system
- Oversee the proper implementation of the donation communication process, ensuring timely, accurate and mission-appropriate communications--from solicitation to acknowledgement
- Foster a strong relationship with SCDAA's national corporate partners; cultivate and maintain new relationships with prospective sponsors and donors in the greater Maryland area and beyond
- Initiate national fundraising events and special campaigns (i.e., Giving Tuesday, End of Year Campaign, etc.)
- Oversee branding, image, and consistency of messaging in all organization materials and content
- Collaborate internally with the National office's Finance Department in the development and management of web-based donations programs
- Serve as staff liaison to the Fundraising Committee of the SCDAA National Board of Directors
- This position will oversee the Member Engagement Coordinator
- Other duties as assigned by the SCDAA President

Education and Qualifications

- Bachelor's degree from an accredited four-year college/university in the areas of Non-profit Management, Marketing, Public Administration, or a related field

Requirements

The ideal candidate will have the following:

- A demonstrated track record of successful fundraising experience, development campaigns, fund development, grant writing, or related areas in a not-for-profit, mission-driven, environment
- Minimum of 5 -7 years of experience and demonstrated success with managing major fundraising campaigns and events on a broad scale
- Exceptional professional interpersonal communication and supervisory skills. Comfortable collaborating with a range of diverse stakeholders and doing so effectively and in a respectful manner
- Minimum of 5-7 years of management skills, strategic and analytical experience; coupled with knowledge of and respect for organizational protocol
- Excellent organizational and communication (written, verbal and presentation) skills
- Proficient in Microsoft Word, Microsoft Outlook, PowerPoint, and Excel
- Proficient with donor base software
- Experience managing Membership programs a plus

Individuals with demonstrated experience should forward their resume and a cover letter to Info@sicklecelldisease.org and put "Director of Development and Stakeholder Engagement" in the subject line.