

American Heart Association – Development Director, West Palm Beach

Since our founding in 1924, we've cut cardiovascular disease deaths in half, but there is still so much more to do. To overcome today's biggest health challenges and accelerate this progress, we need passionate individuals like you. Join our movement, be part of the progress, and help ensure a healthier future for all. You matter, and so does the impact you can make with us.

The American Heart Association is hiring a Development Director in West Palm Beach, FL. The director will generate revenue for our Heart Challenge fundraising campaign. This campaign includes our signature Heart Walk event.

We have a fast-paced sales type of environment with the main responsibility of driving revenue in support of our mission. We offer a base salary with the potential to earn an incentive up to 25% of your base pay. The potential incentive is based on achieving certain revenue targets and triggers.

The Association offers many resources to help you maintain work-life harmonization through your changing needs and life situations. To help you be successful, you will have access to Heart U, our award-winning corporate university, as well as additional training and support, locally.

#TheAHALife is more than a company culture; it is our way of life. It embodies our commitment to work-life harmonization and is guided by our core values where our employees can thrive both personally and professionally. Discover why you will Be Seen. Be Heard. Be Valued at the American Heart Association by following us on [LinkedIn](#), [Instagram](#), [Facebook](#), [X](#), and at [heart.jobs](#).

Responsibilities

- Generate revenue by prospecting and securing local corporate sponsorship and individual donations. Achieve revenue goals by building and maintaining relationships with corporate partners and donors.
- Build and maintain a pipeline of prospective corporate sponsors and donors by conducting research that aligns with the campaign goals and the Association's mission.
- Develop and present proposals and accompanying materials to secure revenue and volunteer engagement.
- Recruit and be responsible for executive volunteer leadership, volunteer committees, and day-of-the-event volunteers.
- Recruit corporate team participation in Heart Walk and motivate team members to fundraise.
- Lead and engage new individual membership for our Cor Vitae giving society, in partnership with other appropriate fundraising staff. Includes planning and implementing regular engagement events for members.
- Plan and implement events in collaboration with internal and external partners.
- Work with a Communications Director to support and promote campaign communication plans.

Qualifications

- 3 years of relevant experience in fundraising, sales, or other related experience
- University/College degree or equivalent experience
- Ability to travel locally approximately 75%; always requires access to reliable transportation on an immediate basis
- Ability to lift and/or move large objects (such as boxes) with the expectation that heavier items would be broken down into smaller components, or requesting additional assistance may be required before lifting and/or moving
- Must have at least basic knowledge and skill/proficiency with Microsoft Office

Here are some of the preferred experiences and skills we are seeking:

- Experience managing and cultivating high-level leaders at the C-Suite level
- Knowledge of corporate and community networks

Applicants can apply directly at:

American Heart Association Careers - Development Director, West Palm Beach - www.heart.org/careers

The expected pay range will be \$59,700 to \$79,700. Pay is commensurate with experience; geographic differentials may apply to the pay range. American Heart Association reserves the right to pay more or less than the posted range. This position is incentive eligible based on achieving certain targets.

The American Heart Association invests in its people. Here are the main components of our total rewards package. Visit [Rewards & Benefits](#) to see more details.

- Compensation – Our goal is to ensure you have a competitive base salary. That's why we regularly review the market value of jobs and make adjustments, as needed.
- Performance and Recognition – You are rewarded for achieving success by merit increases and incentive programs; this position is incentive eligible based on achieving certain targets.
- Benefits – We offer a wide array of benefits including medical, dental, vision, disability, and life insurance, along with a robust retirement program that includes an employer match and automatic contribution. As a mark of our commitment to employee well-being, we also offer an employee assistance program, employee wellness program and telemedicine, and medical consultation.

- Professional Development – You can join one of our many Employee Resource Groups (ERG) or be a mentor/mentee in our professional mentoring program. HeartU is the Association's national online university, with more than 100,000 resources designed to meet your needs and busy schedule.
- Work-Life Harmonization – The Association offers Paid Time Off (PTO) at a minimum of 16 days per year for new employees. The number of days will increase based on seniority level. You will also have a total of 12 paid holidays off each year, which includes several days off at the end of the year.
- Tuition Assistance - We support the career development of all employees. This program provides financial assistance to employees who wish to further their education and career in relation to their current duties and responsibilities, or for potential future positions in the organization.

The American Heart Association's 2028 Goal: Building on over 100 years of trusted leadership in cardiovascular and brain health, by 2028 the Association will drive breakthroughs and implement proven solutions in science, policy, and care for healthier people and communities. The greatest discoveries in health must reach everyone where they are.

At American Heart Association | American Stroke Association, our mission is to be a relentless force for a world of longer, healthier lives, regardless of race, ethnicity, gender, gender identity, religion, age, language, sexual orientation, national origin and physical or cognitive abilities.

This position not a match with your skills? Click [here](#) to see other opportunities.

In accordance with local and state laws where applicable, qualified applicants with arrest or conviction records will be considered for employment.

EOE/Protected Veterans/Persons with Disabilities