

Title: **Development Director**
Reports to Chapter Senior Director
Direct reports Senior Development Coordinator, Development Manager
Location Southeast Florida (Palm Beach)
Targeted Salary Range: \$85-88K

About Breakthrough T1D:

As the leading global type 1 diabetes research and advocacy organization, Breakthrough T1D helps make everyday life with type 1 diabetes better while driving toward cures. We do this by investing in the most promising research, advocating for progress by working with governments to address issues that impact the T1D community, and helping to educate and empower individuals facing this condition.

Summary:

The Development Director (DD) at Breakthrough T1D integral in the day-to-day execution of integrated fundraising efforts to support our organizational strategy and mission. Their relationships with constituents and donors on behalf of Breakthrough T1D will ensure the expansion of our reach to support maximum chapter and event growth to further our mission.

The Development Director role focuses on relationship building with key donors and fundraising volunteers within their assigned event portfolio, driving impact and strengthening both donor and volunteer pipeline resulting in increased revenue and results.

This individual is a high-impact, high-energy team player who can effectively bring the mission to life within the community through collaboration, cultivation, inspiration, and engagement. They will implement activities to support organizational strategies in their assigned chapter to drive optimal results and actively demonstrate and promote enterprise-wide mindsets.

This individual may have direct reports.

The Southeast Florida Chapter is a part of the Florida Territory and plays a vital role in the organization's success. The Florida Territory has 21 staff, 6 Chapter Boards and 17 events collectively driving close to \$9 million in total net revenue.

This is a remote based position out of the Palm County market.

Applicant can apply directly at: [Search for Jobs](#)

Key Responsibilities:

Fundraising & Engagement – 60%

- Implement revenue and engagement plans that drive new levels of performance and year-over-year growth in the chapter. This includes driving individual and corporate supporter growth within assigned event portfolio.
- Responsible for achieving both personal and event level revenue goals and support the achievement of chapter revenue and engagement goals.
- In collaboration with national and chapter partners, create and implement annual strategies that will drive growth of assigned event portfolio through corporate and individual donor engagement and stewardship at the chapter level. Identify and develop new business with existing donors and new prospects.
- Develop and implement stewardship strategies of all event supporters that align to program standards; ensuring they are done timely and consistently throughout the year
- Deploy tactics and strategies within event portfolio that drive foundation and pipeline building activities in support of long-term success of organization
- Implement strategies to retain, acquire and activate supporters in events that will ensure fundraising, and participation goals are met for current and future activities

Volunteer Management – 20%

- Recruit, cultivate, and manage volunteer leaders that drive revenue as key partners; includes event leadership, committees and board of directors.
- Ensure meaningful engagement of volunteers at all levels and engage in good working relationships with key volunteer partners.
- Partner with volunteer leadership to solicit funding and other support from individuals, corporations, foundations and other sources of funding and/or influence.

Awareness – 10%

- Support and maintain the vision, mission, and priorities of Breakthrough T1D. Understand and be able to articulate the strategic direction and purpose of the organization.
- Demonstrate an educated and enthusiastic understanding of Breakthrough T1D's mission and research therapeutics. Promote mission engagement opportunities throughout the community in the areas of research, advocacy, and community engagement and clinical trials.

- Represent the interests, professionalism, and integrity of Breakthrough T1D in all activities and relationships through a commitment to organizational standards and leadership by personal example.

Administration and Management – 10%

- Provide leadership, performance management and professional staff development to direct reports, if applicable.
- Maintain departmental and organization-wide policies and procedures
- Develops expertise in fundraising management platforms, as appropriate.
- Participate in monthly strategy meetings with fundraising events program partners to monitor KPI progress, identify risks and opportunities, and take actions as appropriate to ensure success of event(s).
- Partner annually with national program partner(s) to establish budget and pipeline strategies specific to event portfolio and role.

Requirements:

- 4-6 years of fundraising experience, with a clear record of achievement in a complex, mission-driven organization with revenue responsibilities more than \$1M; experience working directly or leading staff teams particularly in large scale events (walk, gala, etc.). Strong skills in the identification, cultivation, solicitation, and on-going stewardship of donors and supporters.
- Experience partnering with strong and active volunteer leaders, including working successfully with a large network of passionate volunteers.
- Demonstrate a high degree of energy, integrity, courage, empathy, and creativity. High emotional IQ. Superior active listening, analytical, and critical thinking skills. A team player who can achieve individual objectives and support those of the entire chapter team.
- Proven ability to develop and successfully maintain an extensive network of strategic relationships (donors, volunteers, community partners, etc.) in the local area. Existing knowledge and network of relationships in the territory preferred.
- Ability to be an enthusiastic spokesperson/representative of Breakthrough T1D's mission. Clear communicator with ability to inspire others to engage and support an organization's mission.
- Highly efficient in time management and able to meet deadlines under pressure.
- College degree or equivalent combination of education and experience.
- Ability to travel locally required. Evening and weekend work as needed.

P2P specific items:

- Secure event sponsors and corporate teams to drive greater awareness and revenue for assigned event(s)
- Provide 1:1 coaching of fundraising best practices with event participants; elevate fundraising activation
- Develop and implement recruitment and fundraising engagement events that will lead to increased participation and fundraising activation

Signature Event specific items:

- Secure and retain table hosts, guests, and event sponsors
- Acquire, cultivate, and solicit mid and major level Fund A Cure donors
- Design, plan and implement cultivation event(s) that will inspire and engage key event donors and volunteers
- Develop and implement meaningful audience development strategies that inspire giving night-of, including maximizing table spend and activation