

DIRECTOR OF DEVELOPMENT

THRIVE FOR LONGEVITY, INC. · WEST PALM BEACH, FLORIDA

Reports to: Founder and Chief Executive Officer
Full-time, exempt | Hybrid, Palm Beach County presence required
Compensation: Commensurate with experience
Start date: September 15, 2026

THE ORGANIZATION

Thrive for Longevity is a women's health literacy and preventive care education platform. We treat women navigating perimenopause through post menopause as serious people making consequential decisions, and we translate evidence into education they can bring to their own physicians. We are education only. We do not provide medical advice, individual analysis, or clinical interpretation. Our editorial standard sits closer to serious health journalism than to the wellness category, and that distinction governs what we say, what we accept funding for, and who we partner with.

WHY THIS ROLE EXISTS

We are building a development function from the ground up, in one of the most philanthropically dense counties in the country, around a category few funders have organized capital behind. Women's health has been underfunded for a generation. That is the opening.

The Founder is and will remain the primary relationship anchor. She holds the physician network, the Palm Beach relationships, and the founder story. This role does not replace that. It builds the architecture that turns that access into a repeatable, institution grade development function, so that fundraising lives in a system rather than in one person's phone.

WHAT THIS ROLE OWNS

Development infrastructure. Select and implement the donor CRM. Build gift processing, acknowledgment, and stewardship as documented systems. Every function ships with a written procedure within sixty days, which is how this organization operates.

The Founding 100 individual giving program. Own the pipeline: identification, research, cultivation sequencing, moves management, and stewardship. You build and run the pipeline. The Founder makes the ask on major gifts.

Thrive 2026 as a development engine. Our flagship summit takes place in West Palm Beach on November 5, 2026. Own sponsor fulfillment, benefit delivery, the on-site donor experience, and the post-event sequence that converts attendees into a donor file.

*On **her** Terms.*

thriveforlongevity.org | elizabeth@thriveforlongevity.org | West Palm Beach, FL
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INSTITUTIONAL GIVING

Own the grant calendar, research, and drafting for a focused set of two to four applications annually. This is a targeted effort, not a grants program.

CORPORATE AND FOUNDATION PARTNERSHIPS

Build and maintain the tiered sponsor package, manage prospect research and pipeline, and support the Founder in negotiation.

COMPLIANCE

Florida charitable solicitation law governs sponsor promotions and revenue share arrangements. You are the person who ensures any partner event or co-venture carries a written agreement and legal review before it goes public.

HOW THIS ROLE IS SCOPED

We name what sits outside the role deliberately, because development roles that expand without limit are the most common reason good fundraisers leave the field. Protecting the scope is how we keep the person we hire.

This role does not own communications, social media, or content production. That function has its own owner. It does not own program delivery or event operations. That function has its own owner. The Founder remains the primary relationship holder, and this role extends and systematizes that access rather than replacing it. There is no personal revenue quota in year one.

THE POSITIONING CONSTRAINT

Some of our most logical sponsors are companies whose business models depend on consumers acting on health information. Our positioning does not permit clinical interpretation, individual analysis, or a sales channel into our audience. Sponsors fund education and access. They do not receive endorsement or exclusivity inside a program.

This will cost us some deals, and that is acceptable. The right candidate understands that the discipline is not an obstacle to the platform. It is what makes the platform fundable.

WHAT SUCCESS LOOKS LIKE AT TWELVE MONTHS

The CRM is implemented, populated, and documented. A qualified pipeline of 60 to 100 individual prospects exists with documented cultivation stages. Thrive 2026 sponsor revenue is delivered and every benefit fulfilled. A post-summit donor file exists with a conversion sequence running against it. Two to four grant applications are submitted. The organization owns a development procedure set that does not depend on any one person.

Note what is absent. We are not asking you to close major gifts in year one. Year one is pipeline, systems, and trust. We have designed the role that way on purpose.

On her Terms.



WHO THRIVES HERE

You bring five to seven years of progressive nonprofit development experience, ideally including a build phase rather than only inheriting a mature program. You are fluent in donor CRM systems and moves management, and your prospect research reads like intelligence rather than data entry. You are comfortable in Palm Beach philanthropic rooms without performing for them, and you can hold an evidence-based line in a market saturated with wellness marketing. You read candor as a professional strength and offer it directly, which is how we work. You are not looking for a large institution to sit inside. You want to build the thing.

Bachelor's degree required. CFRE preferred, not required. Palm Beach County network strongly preferred.

COMPENSATION AND TERMS

Compensation is commensurate with experience. No commission, no percentage-of-funds-raised compensation, and no contingent fee structure of any kind, consistent with the AFP Code of Ethical Standards. Compensation is reviewed annually against sector benchmarks and comparable Palm Beach County organizations.

TO EXPRESS INTEREST OR REFER A CANDIDATE

Contact elizabeth@thriveforlongevity.org.

Thrive for Longevity, Inc. Registration# CH80847. A copy of the official registration and financial information may be obtained from the Division of Consumer Services by calling toll-free 800-435-7352 within the state. Registration does not imply endorsement, approval, or recommendation by the state.

*On **her** Terms.*

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