The ALS Association is seeking an energetic, mission-driven professional to serve as a leader for the vision, strategy, leadership, and management of Development efforts across the territory. As the Director of Development, you’ll be responsible for overseeing all sources of revenue as well as other responsibilities as required or requested. You will partner with the Managing Director of Development to create new development opportunities throughout the territory and ensure territory fundraising goals are met. You will experience the gratification of knowing that your work has a significant impact on the lives of those living with this terrible disease.

As the preeminent ALS organization, the Association leads the way in research, care services, public education, and public policy – giving help and hope to those facing the disease.

This role is critical in the growth and sustainability of The ALS Association. This is a full-time, regular position.

**DUTIES AND RESPONSIBILITIES:** Core duties and responsibilities include the following. Other duties may be assigned.

- Provides vision, leadership, and support to all fundraising efforts, including Signature Events, Distinguished Events, third-party events, corporate partnerships, grants, and major gifts throughout the territory.
- Provide supervision, training, and performance feedback to assigned staff. Will assist with staff recruitment, provide assigned staff with personal goal setting, team communications, performance evaluations, performance improvement plans as needed, and staff accountability for meeting benchmarks. Will be involved with other HR matters when necessary.
- Develop and implement a strategic plan for Signature Events, Distinguished Events, and new territory events that will enhance revenue growth for our mission, along with the Managing Director of Development and territory senior leadership team.
- Represents The Association at community events across the territory, as needed.
- Cultivate and steward relationships with key constituents and donors.
- Lead territory development team to manage event goals, expense budgets, timelines, and implementation.
• Assist the Managing Director of Development with all other fundraising activities as assigned.
• Attend Community Leadership Council meetings, as needed.

QUALIFICATIONS:

• Bachelor’s degree, or equivalent combination of education and experience, and five to seven years of proven experience executing and meeting fundraising and/or sales goals, with five years of experience in event fundraising preferred. Peer-to-peer fundraising is a plus.
• Experience in planning, leading, and managing events, including coordinating with volunteers for desired outcomes.
• Previous experience with interviewing, hiring, and training employees; planning, assigning, and directing work; appraising performance; setting goals; rewarding and disciplining employees; addressing complaints and resolving problems.
• Outstanding communication skills, articulate and persuasive, with well-honed relationship-building skills.
• An incredible passion for our mission that invigorates and excites everyone with whom you connect.
• A strong work ethic, is essential for this demanding environment that continually strives for excellence.
• A dynamic and driven professional excited by the opportunity to help shape the future of the fundraising department and the organization.
• The ability to travel up to 25% of the time and work occasional nights and weekends for Association business and events.

LOCATION

• This is a remote position. Travel will be required as necessary.

SUPERVISORY RESPONSIBILITIES:

• This job will have supervisory responsibilities.

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities, or physical requirements. Nothing in this job description restricts management’s right to assign or reallocate duties and responsibilities to this job at any time. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status.

The ALS Association endeavors to make www.als.org accessible to any and all users. If you would like to contact us regarding the accessibility of our website or need assistance completing the application process, please email onlineaccommodations@alsa-national.org. This contact information is for accommodation requests only and cannot be used to inquire about the status of applications.

Where permitted, employment is contingent upon proof of completion of the COVID-19 vaccination series (and booster(s), if eligible) by the employment start date, subject to potential exemptions to be considered on a case-by-case basis.