

Executive Director Orange County, Inland Empire, NV (Home-Based)

Regular Full-Time

Clerical

Apply:

https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=faa94825-da86-4895-b462-ba62627d3e78&cclId=19000101_000001&jobId=550512&lang=en_US

The physical location for the candidate selected must reside in the Orange County California market and within the contiguous United States.

Who we are!

Susan G. Komen brings a home office based working environment for each specified local community. We are a force united by a promise to end breast cancer forever. For over 40 years, we've led the way by funding groundbreaking research, community health initiatives and advocacy programs in local communities across the U.S. and in more than 30 countries. Susan G. Komen is the ONLY organization that addresses breast cancer on multiple fronts such as research, community health, outreach and public policy initiatives in order to make the biggest impact against this disease.

Komen strives to have a culture of passionate, growth-minded professionals who thrive in a team environment, and work collaboratively to inspire greatness in others! We take an ongoing approach to ensure open communication from all levels throughout the organization. It's encouraged to give and receive feedback to ensure two way accountability with a focus on continual improvement both personally and professionally!

What you will be doing in the role of State Executive Director:

The State Executive Director provides community development and leadership for a state or multiple states with accountability for a multi-million-dollar annual revenue target. Responsible for profit and loss management and operational excellence to ensure ROI targets are achieved. Responsible for managing local Executive Directors and development staff and providing oversight for designated volunteer Komen Leadership Council(s) engaged in fundraising to support and grow the Komen's mission

The SED is a player-coach that leads by example, managing a personal portfolio while modeling outstanding, results-producing fundraising strategies and tactics; supportive relationships with internal staff, Komen Leadership Council members, volunteers, and

external constituents resulting in strong statewide communities of supporters engaged to further Komen's impact.

What You Will Bring to the Table:

Provides overall leadership and management for short and long-term strategies designed to create cost effective and ongoing sources of revenue and community engagement.

Accountable for overall revenue generated within the state(s). Sources of revenue include but are not limited to:

- MORE THAN PINK Walk/Race for the Cure
- Komen Leadership Council member recruitment and fundraising activation
- Mid-Level and Major Donors
- Foundations
- Corporate Partners
- Third Party Events
- Special Events

Hands on player-coach with direct reports, in the state-level implementation of national development and operational strategies, programs and campaigns.

In coordination with RVP and National Development and Marketing teams, establishes annual development plan representing opportunities for donor/sponsor prospecting, cultivation, retention, upgrade, acknowledgement, and recognition.

Establishes an approved annual budget and monitors financial expenditures and progress against the budgetary plan and takes appropriate measures to meet top line and bottom-line goals ensuring a high ROI in meeting revenue targets.

Evaluates the revenue growth potential of all development activities and develops appropriate strategies to ensure revenue diversity, stability, and growth.

Hands on player-coach in the cultivation and acquisition of major donors, foundation, and corporate contributions through donations, grants, sponsorships and material and/or in-kind support.

Leads a market-based Komen Leadership Council comprised of highly engaged, community influencers accountable for driving market priorities and goals; recruits,

manages relationships and retains highly effective volunteer leaders who can significantly contribute.

Works in collaboration with Community Engagement team in support of the national volunteer program, identify, recruit, train, develop, recognize, and retain volunteer leadership at all levels to achieve development initiatives.

Serves as primary staff spokesperson to promote Susan G. Komen and our mission within state(s).

Provides leadership in building confidence and a strong working relationship between the community and Susan G. Komen as an organization.

Maintain a working knowledge of the Susan G. Komen mission and programs to promote the field and campaign fundraising initiatives.

Maintains a productive and collaborative relationships with all Komen staff; participates on regional and enterprise projects and committees as appropriate

Supervises work of others, including planning, assigning, and scheduling work, reviewing work and ensuring quality standards, training staff and overseeing their productivity. May offer recommendations for hiring, pay changes and termination, but does not have responsibility for making these decisions.

Perform other related duties as assigned.

We Already Know You Will Also Have:

Bachelor's degree and minimum 7-10 years' experience in fundraising, special events and team management (Marketing, Communications, Business Administration, Nonprofit Management, Social Entrepreneurship; other equivalencies considered).

5 years fundraising experience overseeing \$1m+ in revenue, through peer-to-peer fundraising events, major gifts and corporate partnership/sponsorship.

Ability to close face to face sales and sponsorships.

Builds, maintains and sets strategy for personal portfolio while overseeing and coaching staff on how to maximize results of their portfolios

Strong volunteer recruitment and management skills and demonstrated ability to provide a high level of customer service and motivation to business and community leaders.

Excellent planning, organizational and follow-up skills.

Demonstrated professional and mature interaction with other staff and leadership volunteers, sponsors, donors, and others to engage them toward the achievement of revenue goals.

Proven ability to manage multiple projects with varying priorities at one time.

Excellent verbal and written communication skills. Ability to effectively speak and present to individuals including high net worth donors, executive corporate management as well as small, mid-size and large groups.

Willingness and ability to travel throughout the market and work evenings and weekends as needed.

Familiar with the state-wide non-profit sector.

Must be willing and able to travel throughout state(s) including overnight stays up to 25% of the time.

So what's in it for you?

Komen believes in the importance of taking care of our employees so that in turn they can be committed to supporting our critical mission to support those impacted by breast cancer and to help find cures. This is what Komen provides away from the computer:

Approximate salary \$102,000 to \$160,000, exact compensation ranges are based on various factors including the labor market, job level, internal equity and budget. Exact salary offers will be determined by factors such as the candidate's skills, experience and geographic location.

Health, dental, vision and a retirement plan with a 6% employer match

Generous Paid Time Off Plan

Flexible work arrangement in a fully remote working environment

Bi-weekly work from home stipend

Parental leave

Tuition Reimbursement

A culture of learning and development

And so much more!

Komen provides a remote and/or home based working environment for all active employees. Komen defines remote as the ability to work from any physical location within

the U.S. where an employee can perform specified work duties without disruption or distraction. Komen defines home-based roles as positions that are required to reside in a specific market. Work schedules for both remote and home based are determined by the organizational needs of each department.

Susan G. Komen is fair and equal in all of its employment practices for persons without regard to age, race, color, religion, gender, national origin, disability, veteran status or sexual orientation. Additionally we embrace Diverse Teams & Perspective and we find strength in the diversity of cultural backgrounds, ideas, and experiences.