Summary

The Regional Director is responsible for overseeing the strategic growth and successful operation of the Lupus Foundation of America's Southern California Region. The Regional Director plays a critical role in the development of the Region and will be responsible for overall regional growth strategies including revenue generation, high-level volunteer leadership development, donor cultivation and stewardship and enhanced constituent engagement. This position is responsible for leading all fundraising and development activities to ensure growth, impact and successful achievement of Region success metrics.

The Regional Director reports to the Vice President, Network Development and collaborates with all members of the Lupus Foundation of America Executive Team as applicable.

Primary Responsibilities

Roles and responsibilities of the Regional Director include, but are not limited to:

- Accountable for achieving assigned regional budget, creating outcomes that will enable the region to meet/exceed budget goals.
- Develop and grow network of volunteer leadership with a focus on creation of a high-impact volunteer Leadership Council.
- Establish a culture of high performance and accountability while serving and engaging LFA constituents and stakeholders with a special emphasis on donor and leadership development; corporate engagement; volunteer engagement, and accountability.
- Work to cultivate relationships for individual giving within the region and maintain a portfolio of donors and prospects; partner with the LFA Development Department as needed for support and guidance.
- Identify and foster high-impact corporate relationships both local and national in scope.
- In consultation with the Care, Support & Services & Research Departments, provide appropriate constituent education and community engagement opportunities.
- In partnership with all LFA departments, ensure the region staff and volunteer leadership integrate government relations, marketing, public relations, community outreach, communication, and media relation programs within their market's overall development activities.
- Monitor P&L and partner with the national office to assess the region's annual and monthly budgets, cash flow, and to ensure accurate financial forecasts.
- Identify market potential and high potential growth areas. Provide assessment of market areas including income trends, demographics, ROI and potential for income, and leadership development.
- Ensure that sound budgetary, financial management, and other systems and procedures are efficient and reflect the region's overall development operation.
- Serve as an integral member of the Network Development Team.

Position Requirements

- An experienced fund-raising professional with a minimum 10 years experience in successful revenue generation and volunteer engagement with a proven track record of exceeding fundraising goals.
- Broad based fundraising knowledge, experience and skill in nonprofit management with emphasis on strategic planning, leadership, financial management, and market development.
- Superior relationship development skills.
- Ability to motivate staff and volunteers.
- Experience managing staff and volunteers and comfortable communicating performance expectations and holding staff accountable to performance objectives.

- Exceptional management, leadership, and team-building skills, especially in financial and donor management.
- Effectively multi-task, establish priorities, and work in a fast-paced environment. Highly efficient in time management and can meet deadlines under pressure.
- Detail-oriented and strong organizational skills. Demonstrate competency when handling diversified assignments.
- Team player with the ability to interface with all levels of staff and volunteers. Strong capability to leverage relationships and negotiate agreements.
- Excellent written, oral, and communication skills. Ability for strong presentation delivery, conveying ideas, and instructing effectively.
- Superior active listening, observation, analytical, and problem recognition and solving skills.
- Ability to work and make judgments independently and take initiative.
- Well-disciplined and a self-starter that is extremely resourceful.

Education

- Minimum – Bachelor's degree required

Salary Range: 125,000 - 140,000

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