

**POSITION SUMMARY:**

MCR Health (mcr.health) is seeking a dynamic and strategic Director of Development to build a comprehensive philanthropic program from the ground up. Historically supported by government funding and foundation grants, MCR Health is now focused on establishing a sustainable, ethical, and transparent fundraising program that aligns with its mission and strategic growth. This role will be instrumental in cultivating donor relationships, launching signature fundraising initiatives, and fostering a culture of philanthropy across the organization.

**JOB ESSENTIAL DUTIES:**

Develops and implements community engagement and development strategies to expand relationships and foster donor support. Builds and maintains strong relationships with community members, local organizations, and potential donors to support organizational goals. Designs and executes donor engagement plans, including major gift cultivation, sponsorship opportunities, and corporate partnerships. Plans, develops, implements, and oversees community programs, events, and volunteer initiatives that advance MCR Health's mission and objectives. Coordinates community outreach programs and special events that influence public perception, promote MCR Health's services, and support fundraising efforts. Collaborates with Marketing to create content and campaigns that enhance visibility, highlight community impact, and support fundraising initiatives. Leverages social media and other communication channels to promote programs, events, and organizational achievements. Responds to inquiries from community members and potential donors; identifies and engages spokespersons or subject matter experts as needed. Leads, mentors, and coordinates activities of staff, volunteers, and event teams involved in community engagement and development. Tracks, evaluates, and reports on community engagement, donor, and event metrics to inform strategy and improve outcomes. Collaborates with the Director of Development to ensure alignment with the company's comprehensive philanthropic strategy. Performs other related duties as assigned.

**Requirements****SKILLS, KNOWLEDGE & ABILITIES:****Fundraising Strategy & Program Development:**

Develop and implement a multi-year, multi-channel fundraising strategy that integrates individual giving, corporate partnerships, foundation support, and donor engagement. Establish measurable targets for growth, phased implementation, and long-term sustainability.

**Donor Cultivation & Stewardship:**

Build and expand relationships with individual major donors, foundations, and corporate partners. Secure new philanthropic commitments, enhance donor retention, and convert

relationships into long-term support. Partner with the Board of Directors to engage high potential donors and internal staff to increase MCR Cares contributions.

**Signature Initiatives & Engagement Programs:**

Launch annual signature fundraising events and personalized donor stewardship programs to enhance the donor experience and increase visibility in the community we serve.

**Infrastructure & Operational Excellence:**

Implement donor management systems and policies aligned with industry best practices. Establish workflows and reporting tools to track fundraising progress and ensure transparency and accountability.

**Culture & Collaboration:**

Promote a positive culture of philanthropy across the organization by educating staff and leadership on fundraising practices and aligning initiatives with MCR Health's mission, branding, and community engagement strategies.

**REQUIREMENTS & PREFERENCES:**

- 7–10+ years of progressive experience in fundraising, development, or nonprofit leadership, with a proven track record of building or scaling philanthropic programs.
- Degree in Business, Healthcare Administration, Social Services, Public Administration, or related degree; Master's degree preferred.
- Demonstrated success in major gift cultivation, corporate partnerships, donor stewardship, and multichannel fundraising (grassroots, mid-level, and major giving).
- Experience in healthcare, community health centers, or mission-driven organizations is highly desirable.
- Proven ability to develop strategic and operational infrastructure for a development program, including donor management system implementation and adherence to data security, privacy, and regulatory standards.
- Strong organizational, project management, and communication skills, with the ability to work autonomously while collaborating across departments and engaging effectively with boards, executives, staff, and volunteers.
- Experience managing staff or volunteers and providing constructive feedback to drive departmental and organizational success.
- Comfortable engaging with diverse generational working styles and fostering a positive culture of philanthropy.

- General financial acumen and budgetary skills associated with managing fundraising campaigns.

Full Time

Salary Range: \$125,000 - \$145,000

Based on site in Bradenton, FL

MCR Health is a drug-free workplace. All job applicants selected for employment must submit to a pre-employment drug test and background check.

Apply online at

<https://secure10.entertimeonline.com/ta/6132156.careers?ApplyToJob=671757382> or send resume and cover letter to Aarti Lalwani at [alalwani@mcr.health](mailto:alalwani@mcr.health)