

Position Title : Regional Director - Buffalo, New York

Organization : Pink Ribbon Good

Salary: \$60,000-\$75,000

AFP-WNY Post Date :10/4/23

DEADLINE TO APPLY: OPEN

POSITION DESCRIPTION

The Regional Director will be dynamic and persistent in their pursuit to drive the fundraising and strategic goals in the region and organization. The passion for the organizational mission will drive their success and desire to always benefit those they serve. The Regional Director will be a member of PRG's development team and will report to the VP of Development.

POSITION RESPONSIBILITIES

- Identify, cultivate, solicit and manage a portfolio of prospects and donors (both private and corporate) within the region
- Partner closely with the VP of Development and CEO to ensure all strategic fundraising goals are achieved quarterly and annually
- Write grants for the Buffalo region on a monthly basis
- In conjunction with the programming team, meet with physicians, case workers, and other healthcare professionals who utilize PRG in the Buffalo region to make sure the execution of PRG programming is understood and streamlined
- Execute the strategic plan for the Buffalo region to ultimately raise the funds necessary to provide services to all breast & gynecological cancer clients and their families
- Collaborate with leadership, team members and external volunteers and constituents on different fundraising initiatives including Ignite The Fight Gala and other PRG specific fundraising initiatives
- Manage the community engagement coordinator to strengthen PRG in the community and to build brand awareness

QUALIFICATIONS

- Proven success record and passion for working with or for nonprofits to serve their mission expanding the organization's impact by building and cultivating new and existing relationships with all constituent bases to ultimately drive brand awareness of services and to generate revenue for the non-profit
- Associate's or bachelor's degree preferred and 3 to 5 years of experience building perspective donor pipelines, cold calling
- Experience in the constant movement of prospects towards closure (from annual donors and major gift donors) preferred
- Excellent and persuasive communicator (verbal and written) with the ability to effectively engage with donors, volunteers, clients, service partners and colleagues
- Demonstrated ability to plan, set and realize goals
- Strong organizational and time management skills with the ability to readily multi-task and pivot as needed
- Proactive and results-driven team player with the ability to thrive in a fast paced, working environment, where collaboration and individual contributions are a key to success—especially for those who have an entrepreneurial spirit
- Experience with Raiser's Edge or other development tools a plus Valid driver's license with the ability to travel within the Buffalo region
- Ability to work some evenings and weekends as needed for committee meetings and events

WORKING CONDITIONS

This is a full-time position. Pink Ribbon Good's corporate office is located in Dayton, Ohio. The Buffalo Regional Director will work remotely from their home or a co-working space of their choice in the Buffalo area.

HOW TO APPLY

To apply, please email your resume and cover letter to wcummings@pinkribbongood.org.

Any questions or inquiries should also be sent by email, no phone calls please.