



Executive Director, West Tennessee Chapter

- Memphis, TN, USA
- Full-time

Company Description

JDRF is the leading global organization focused on type 1 diabetes (T1D) research. JDRF's goal is to progressively remove the impact of T1D from people's lives until we achieve a world without T1D. JDRF collaborates with a wide spectrum of partners and is the only organization with the scientific resources, policy influence and a working plan to bring life-changing therapies from the lab to the community. As the largest charitable supporter of T1D research, JDRF has invested nearly \$2B in research over the past 45 years and is sponsoring scientific research in 17 countries worldwide. For more information, please visit <http://www.jdrf.org>.

As a JDRF team member, you can look forward to interesting and challenging work, building strong relationships with fellow staff and our network of volunteers, and having a meaningful impact on the lives of everyone affected by this devastating disease.

Job Description

The Executive Director is responsible for creating an atmosphere for the volunteers and staff to succeed in meeting the objectives of JDRF's mission. He or she will accomplish this through leadership, management and growth of the chapter including annual budget development, planning, implementation and evaluation of all operations and events in conjunction with the Regional Director and chapter Board of Directors. The Executive Director will develop and sustain an effective volunteer Board of Directors, lead relationship building with local C-suite corporate executives and major donors, and provide inspired leadership and oversight to all assigned staff.

Specific responsibilities include the following:

- Provide inspired and motivating leadership to Chapter staff and volunteers while planning for and delivering year over year growth by serving as a visionary for the region and assigned territory.

- Consistently deliver against established revenue/expense targets. Marshall the varied talents and resources available in order to meet and exceed fundraising goals. Evaluate human and financial resources and develop plans that support maximum market penetration and increased efficiency.
- Serve as the staff partner to the Chapter Board, providing leadership, support, reports and assistance in building and implementing annual plans and ensuring the on-going development of a strong and engaged Board.
- Develop and execute major donor fundraising initiatives across programs in partnership with local volunteer leadership and regional resources.
- Identify and develop opportunities to engage C-level and other senior corporate executives in order to grow and diversify corporate sponsorship income. Provide year-round stewardship of corporate relationships, developing a more continuous approach to corporate relationships as opposed to transactional/event-specific engagement.
- Direct the cultivation and meaningful involvement of volunteers at all levels of income.
- Through chapter staff, ensure support for JDRF's Public Outreach Programs (e.g. Family Network activities, Bag of Hope, Coffees, etc.)
- Assist the Government Relations Committee as a source of information about the market's state/district and membership; provide assistance to the Advocacy team chair. Act as a liaison between the JDRF International government relations office and the local market.
- Cultivate and sustain a strong team-oriented culture, with an emphasis on collaboration, results and accountability. Provide mentorship, training and guidance to ensure staff are well-prepared to achieve success.
- Serve as the Chapter's primary staff representative of JDRF in the community; build strategic relationships with stakeholders and donors on behalf of JDRF and expand JDRF's footprint in the philanthropic community.
- Develop overall goals, timelines and budgets in partnership with the Board and National Office/Regional Director, and ensure goals are achieved and performance meets or exceeds expectations. Understand JDRF's core program KPIs and effectively use JDRF systems to aggressively monitor year over year trends and impact on performance. Ensure confidentiality and security of all information under supervision.
- Represent the interests, professionalism and integrity of JDRF in all activities and relationships through a unified message of the JDRF mission and a commitment to organizational standards and leadership by personal example.

- Provide leadership in building confidence and a strong working relationship between the field offices and the International office.

Qualifications

- Minimum of 7 years of professional fundraising experience, with a clear record of achievement in a complex, mission-driven organization; 4+ years in a supervisory capacity. For-profit experience combined with significant non-profit volunteer leadership experience will be considered.
- Record of success in a fundraising leadership role, particularly in large scale events (walk, gala, etc.) and major gifts (\$10,000+). Strong skills in the identification, cultivation, solicitation and on-going stewardship of major individual donors and corporate partners.
- Experience in and exceptional ability to partner with strong and active volunteer leaders is critical, as is the ability to work successfully with a large network of passionate volunteers.
- High degree of energy, integrity, courage, empathy, and creativity. High emotional IQ. Superior active listening, analytical, and problem solving skills.
- Knowledge of business and management principles involved in strategic planning, resource allocation, leadership technique, production methods, human behavior and performance, and coordination of people and resources. Proficiency in non-profit fiscal and strategic management.
- Exceptional management skills and the ability to inspire lead and motivate a talented staff team; develop and sustain an inclusive and respectful work environment through all interactions with staff. Commitment to staff development and ability to create career/development plans for staff, with a view toward retaining a talented team.
- Experience leading through and managing change.
- Ability to develop and successfully maintain an extensive network of strategic relationships (donors, volunteers, community partners, etc.) in the local area. Existing knowledge of and network of relationships in the chapter territory is a plus.
- Ability to be a passionate spokesperson/representative of JDRF's mission. High level of comfort communicating complex information (e.g. JDRF research, goals, etc.) to a wide range of audiences, from high-net worth individuals to corporate and governmental leaders, the press and the public.
- Highly efficient in time management and can meet deadlines under pressure. Well-disciplined and a self-starter that is extremely resourceful.
- Ability to travel locally required. Occasional overnight travel as needed.

- Bachelor's degree required. CFRE a plus.

Additional information

If you'd like to join our team, please submit your resume and cover letter with salary requirements to JDRF by clicking the job URL <http://smrtr.io/Gg2h>

No Phone Calls Please. Only those candidates who meet our qualifications will be contacted. No staffing agencies please.

JDRF is an Equal Opportunity Employer.