

Our client, American Parkinson Disease Association is currently seeking a **Vice President of Development** to join their growing organization. The position is a **hybrid-based** position and must live **in tri-state/greater NYC area**, to travel to events and meetings. The ideal candidate has experience in development, sales, and marketing, with an emphasis on customer relationship management, as well as experience in “moves management” processes for donor solicitation.

AMERICAN PARKINSON DISEASE ASSOCIATION:

Every day, the American Parkinson Disease Association (APDA) provides the support, education, and research that will help everyone impacted by Parkinson’s disease live life to the fullest. APDA is the largest grassroots network dedicated to fighting Parkinson’s disease and works tirelessly to help the approximately one million people with Parkinson’s disease in the United States live life to the fullest in the face of this chronic, neurological disorder. Parkinson’s Disease Facts in the United States:

- Every 9 minutes there is a new diagnosis
- 164 people diagnosed on average per day
- There are 60,000 diagnosis of PD every year

Founded in 1961, American Parkinson Disease Association has raised and invested more than \$226million to provide outstanding patient services and educational programs, elevate public awareness about the disease, and support research designed to unlock the mysteries of Parkinson’s disease and ultimately put an end to this disease. To join us in the fight against Parkinson’s disease and to learn more about the support American Parkinson Disease Association provides nationally through our network of Chapters and Information & Referral Centers, as well as our national Research Program and Centers for Advanced Research, please visit us at www.apdaparkinson.org.

The organization’s 2022-2024 Strategic Plan outlines ambitious targets, including:

1. Expand constituent-centric, evidence-based, and impactful programs, services, and research that improves quality of life throughout the disease continuum.
2. Cultivate partnerships and collaborations to expand and elevate mission delivery to meet Parkinson community needs.
3. Expand reach to under-served, under-studied and under-represented communities to promote health equality and access to care and provide education and support.

THE ROLE:

The VP of Development is responsible for revenue development and fundraising from public and private sources, creating diversified revenue streams that support organizational sustainability, and growth in the areas of major gifts, corporate and foundation giving and overall donor cultivation and stewardship.

They will provide strategy, leadership, and guidance to advance the strategic goals of the organization. Represent APDA to internal and external stakeholders, donors, prospects, and the public. Willing to ultimately help meet the objectives of American Parkinson Disease Association’s mission: *“Every day, we provide the support, education, and research that will help everyone impacted by Parkinson’s disease live life to the fullest.”*

Development

- Lead in the establishment and achievement of all fundraising goals including grants, corporate partnerships, special events, individual and planned giving, and major gift campaigns.
- Ensure technical infrastructure is operating efficiently to support revenue development efforts including CRM, suite of online platforms, tracking, and measurement tools, etc.
- Provide leadership for Development Team, creating and achieving short-term and long-range plans to meet revenue goals.
- Work with Board of Directors to create a collective and individual fundraising plan and annual revenue goals.
- Organize and manage daily operations, set goals and performance measures to evaluate department performance with current Development Team and build long range plans to expand the department.

Marketing and Communication

- Work with the Marketing and Communications team to develop and implement fundraising campaigns, proposals, communication materials and tools.
- Serve as an internal expert and coach on donor engagement, cultivation, and solicitation, creating and implementing fundraising tools and training for HO and Field Staff and Volunteers.

- Develop and execute, proactive year-round communications for target audiences.
- Build in a framework that accommodates and accounts for the ability to capitalize on unanticipated opportunities that arise during the year.

Organizational Leadership

- Provide leadership for organization-wide problem-solving and decision-making as a member of the Senior Leadership Team.
- Share responsibility for strategic integration of activities within and between all APDA business units and departments.
- Work closely with the Senior Leadership Team to execute successful public and small group special events; support new and existing corporate partnerships and other fundraising activities across the organization
- Collaborate with Senior Leadership Team and across departments to develop budgets, track revenue, and manage expenses across the organization.
- Provide leadership in the national annual and strategic planning and implementation processes.

YOUR EXPERTISE:

- Bachelor's Degree required, such as: liberal arts, business, public administration, or health sciences combined with excellent sales experience.
- 10+ years in development and fundraising success in major, corporate, and foundation giving.
- 5+ years in senior management and leadership roles in development and fundraising.
- Development, sales, and marketing expertise with emphasis on customer relationship management.
- Experienced in "moves management" processes for donor solicitation and highly competent in the use of complex CRM systems, databases, and fundraising platforms.
- Experience in a field-based fundraising organization, is preferred.
- Excellent verbal and written communication skills, with ability to engage, inspire, build credibility, and engender trust with diverse audiences.
- Personal qualities of integrity, credibility, and a commitment to and passion for American Parkinson Disease Association mission.
- Travel requirements: Up to 25% travel, nationally and locally, and irregular hours including evening or weekend meetings, or events as needed.

Base Salary Range: \$150,000 - \$175,000

**** American Parkinson Disease Association also provides an attractive benefits package that includes medical, dental and vision insurance, retirement plan, and generous paid time off in addition to standard holidays.*

Successful candidates are required to be fully vaccinated for Covid-19, absent medical or religious accommodations.

Have we described a role that you have been seeking, along with a set of skills you possess? If so, we'd like to hear from you! **Please forward your resume to kmartone@operationsinc.com**

We're OperationsInc, a Human Resources Outsourcing and Consulting firm. Since 2001, OperationsInc has been supporting a base of over 1,400 clients with their diverse and evolving HR needs.

American Parkinson Disease Association (APDA) provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, APDA complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leave of absence, compensation, and training. APDA expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of APDA's employees to perform their job duties may result in discipline up to and including discharge. APDA will provide reasonable accommodations for qualified individuals with disabilities.