

Our client, American Parkinson Disease Association (APDA) is currently seeking a **Vice President of Development** to join their growing organization. The position is a *hybrid*-based position but **must live in the New York metro area**. The position requires some evening and possible weekend hours, as well as traveling to frequent meetings throughout the United States.

AMERICAN PARKINSON DISEASE ASSOCIATION:

Founded in 1961, American Parkinson Disease Association (APDA) is the largest grassroots network dedicated to fighting Parkinson's disease. APDA's mission is to *"provide the support, education, and research that will help everyone impacted by Parkinson's disease live life to the fullest."* It has raised and invested more than \$226 million 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.

YOUR 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. The ideal candidate will provide strategy, leadership, and guidance to advance the strategic goals of the organization. They will represent APDA to internal and external stakeholders, donors, prospects, and the public.

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 the 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, direct marketing 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.*

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 mkolev@operationsinc.com**

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