



Director of Development

Job Summary:

Reporting to the Executive Director, the Director of Development is a key leadership position responsible for developing and executing comprehensive fundraising strategies to support the organization's mission and goals. This role involves leading efforts to cultivate donor relationships, secure financial support from corporations, individuals, foundations, etc., and implement initiatives to enhance the organization's visibility and impact, including planning and executing all signature events.

Duties/Responsibilities:

- Fundraising Strategy
 - Develop and implement a strategic fundraising plan that is segmented by revenue source and aligns with the organization's mission and objectives.
 - Collaborate with Executive Director to align fundraising strategies with organization goals.
 - Collaborate with national Development lead and other site affiliates Development teams to share best practices, cultivate shared partners, etc.
 - Identify and pursue diverse funding sources including major gifts, corporate partnership, and individual donations.
 - Maintain portfolio of 50+ corporate partners and 75+ individual donors
- Donor Relations
 - Cultivate and steward relationships with current and potential donors.
 - Develop personalized strategies to connect with donors and maintain a strong donor pipeline.
 - LSC individual donor segments include Board of Managers, Board of Advisors, Leadership Circle donors.
 - Curate engagement strategies for corporate partners to support LSC through the activation of financial and human capital, such as skills-based volunteerism, Project Onramp engagement, and Life Science Shares.
- Event Management
 - Plan and execute signature fundraising events as well as smaller events focused on stewardship and brand awareness.
 - Utilize events to cultivate relationships, increase brand visibility, and drive donations.
- Communications/Marketing/Messaging
 - In partnership with Executive Director and marketing agency, develop compelling messaging to attract and retain donors.

- Work with Executive Director to ensure internal teammates and Board Members are comfortable with LSC messaging and can champion the work correctly and effectively.
- Data Analysis and Reporting
 - Provide regular reports and analysis on fundraising performance.

Qualifications:

- Demonstrable track record of personally identifying, cultivating, soliciting, and closing individual donors, corporations and foundations.
- A record of measurable results in organizing and implementing activities such as: major gifts, corporate partnerships, foundation giving, and direct response.
- Experience with planning and executing special events.
- An effective communicator with highly developed skills in writing and speaking, crafting proposals, donor correspondence and other kinds of materials.
- Demonstrated ability to work effectively with and quickly gain the respect and support of various constituencies, including board and staff members, donors, corporate executives and employees, and civic leaders; experience recruiting and organizing volunteers.
- Experience with advanced fundraising systems and relationship management software. (LSC currently uses Blackbaud)
- High energy and passion for Life Science Care's mission with a passion for philanthropy and nonprofit work.
- Demonstrated experience in managing budgets and people through a lens of Diversity, Equity, Inclusion, and Justice.
- A solid understanding of nonprofit/for-profit fiscal management, principles, and best practices.
- The ability to give and receive feedback; able to work independently and as a team player.
- A leader who is creative and resilient, who can positively impact both strategic and tactical fundraising initiatives while being flexible and adaptable.

Required Skills/Abilities:

- Excellent verbal and written communication skills.
- Excellent interpersonal and customer service skills.
- Excellent sales and customer service skills.
- Excellent organizational skills and attention to detail.
- Excellent time management skills with a proven ability to meet deadlines.
- Strong analytical and problem-solving skills.
- Strong supervisory and leadership skills.
- Ability to prioritize tasks and to delegate them when appropriate.
- Ability to function well in a high-paced and at times stressful environment.
- Experience with donor management systems or CRMs required. Experience with Blackbaud Raiser's Edge is a plus.

Education and Experience:

- Bachelor's Degree or equivalent experience preferred.
- 5+ years of professional experience in nonprofit development or related fields; demonstrated success in a development function (creating and managing relationships with multiple donor sources).

Compensation and Benefits:

- Salary: \$95,000 - \$115,000 + opportunity for up to 10% bonus
- Medical, dental, vision, LTD, and life insurance
- 401(k) with employer match
- Flexible PTO, 12 paid holidays
- Mobile/internet stipend

To apply, please send cover letter and resume to recruiting@lifesciencecares.org with "Development Director – Life Science Cares San Diego" in the subject line.