



**CHIEF ADVANCEMENT OFFICER  
VACANCY ANNOUNCEMENT  
WASHINGTON, DC**

**Background**

Founded in 1991, the National Breast Cancer Coalition's (NBCC) mission is to end breast cancer through the power of action and advocacy. Since its founding, NBCC has been at the vanguard of the breast cancer movement elevating breast cancer to an issue of national significance, leveraging billions of federal dollars for research and care, and empowering tens of thousands of breast cancer survivors to become effective advocates for themselves, and for all those at risk of breast cancer. NBCC's activism has generated more than \$3 billion new dollars for breast cancer research.

NBCC links hundreds of organizations and tens of thousands of individuals from across the country into a dynamic, diverse coalition that gives breast cancer a meaningful voice in Washington, DC, and state houses, in laboratories and health care institutions, and in local communities everywhere.

There are two corporate entities that make up NBCC. The National Breast Cancer Coalition operates as an IRS 501(c)(4) organization that lobbies Congress and other decision-makers for public policies that impact breast cancer research, diagnosis and treatment. NBCC's sister organization, the National Breast Cancer Coalition Fund, is an IRS 501(c)(3) organization that focuses on programs in science, education and training and access to care. The Artemis Project, is the research component of NBCC. Project LEAD and other programs involve the training, education and empowerment of breast cancer advocates to be effective in every aspect of the fight to end breast cancer. NBCC educates women to make their own informed decisions and to take an active role wherever breast cancer decisions are made.

By increasing federal funding for breast cancer research; monitoring how research funds are spent; expanding access to quality health care for all; and ensuring that trained advocates influence all decision making that affects breast cancer, NBCC's collective power brings focus to ending breast cancer.

**Position**

The successful candidate will be a dynamic fundraiser and communicator with a creative and accomplished track record of 10+ years of progressive experience leading effective, sustainable advancement programs encompassing the full range of external relations strategies and tactics.

Reporting to the President, the Chief Advancement Officer will work to increase recognition of NBCC, secure transformational philanthropy, identify new audiences, and create expanded revenue streams in support of NBCC. This person will create and implement a comprehensive, strategic, innovative advancement plan to expand current sources of contributed income via inventive

partnerships, transformational individual gifts, and state-of-the-art branding and community engagement practices. The Chief Advancement Officer will play a key role in day-to-day staff leadership and development and represent the organization to donors, external publics and partners.

## Responsibilities

### Fundraising and Board Relations:

- Develop and implement creative strategies to leverage new and long-term support to achieve NBCC's ambitious strategic goals and plans
- Assume a hands-on, leadership role in the identification, cultivation and solicitation of individuals and institutional funders, personally cultivate and solicit donors as appropriate
- Expand current sources of contributed income to include strategic partnerships, transformational individual gifts, and state-of-the-art branding
- Work to cultivate support for special events including an annual New York Gala and Cabaret in Los Angeles.
- Cultivate, expand and communicate with the Board of Directors, in partnership with the President, to further engage their connection with NBCC and their commitment to support its work
- Lead and expand NBCC's planned giving program

### Communications:

- Work closely with Senior Communications Director to develop and execute NBCC's overall branding and messaging strategies
- Create and oversee all development communications including solicitations, donor correspondence, and proposals
- Maintain a working knowledge of the issues related to breast cancer and of the political, legislative, regulatory and economic framework relevant to NBCC's work

### Management and Administration:

- Manage a high-performing team of five development and communications professionals
- Work closely with NBCC's finance function on the production of fundraising projections for budgeting, planning and management purposes

## Qualifications

- Commitment to NBCC's mission, vision and values, and its catalytic, evidence-based approach to ending breast cancer
- At least 10 years of progressive experience in philanthropic fundraising, strategic communications, and all facets of external relations
- Strategic understanding of various development campaign activities including: direct mail, proposal and grant development, annual fund and planned giving, event planning and management, direct solicitations, cause-related marketing, leveraging fundraising databases and support systems for donor segmentation, research and volunteer management
- A record of success in raising money by creating and/or expanding a culture of major gift philanthropy; comfort and success as a front-line fundraiser

- Leadership experience with specific focus on revenue generation; proven ability to think strategically and create competitive, breakthrough philanthropic approaches
- Experience building a fundraising board
- Exceptional communication skills, both written and verbal and the charisma to use words to inspire in multiple formats
- Technologically savvy about social media, e-philanthropy and other tech-driven approaches to community engagement, relationship management, marketing and fundraising
- Experience recruiting and managing staff and creating inclusive and cohesive teams; strong interpersonal skills and a collaborative working style
- Experience in 501(c)(3) and 501(c)(4) organizations a plus
- Knowledge of Raiser's Edge and/or Convio preferred
- Significant travel; ability to work evenings and weekends when required; Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions

## HOW TO APPLY

Email cover letter with resume and salary requirements to [jobs@breastcancerdeadline2020.org](mailto:jobs@breastcancerdeadline2020.org) with "Chief Advancement Officer" in the subject line. No phone calls, please. NBCC is an equal opportunity employer that especially welcomes applications from breast cancer survivors, women, and people of color.