



POSITION DESCRIPTION

Director of Development

BACKGROUND

Since 1991, 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 is grassroots driven and is the organization that will end breast cancer; we are activists who set research, public policy and legislative agendas to ensure that outcome, who tell the truth about breast cancer, upend the status quo, and empower survivors to be leaders for this cause. NBCC is a national organization with over \$5 million in annual philanthropic revenue supported by individuals, corporations, foundations, events, and strategic partnerships. We don't exist to make breast cancer better. We exist to end it. Every partnership we build, and every dollar we raise, helps drive the research, advocacy, education, and systems change needed to achieve that goal.

POSITION SUMMARY

The National Breast Cancer Coalition is seeking an accomplished, ambitious and relationship driven fundraiser to serve as Director of Development and help lead the next stage of growth in giving at NBCC. We are looking for a fundraiser who believes ending breast cancer is possible and understands that it will take more than awareness to get there. NBCC challenges the status quo, pushes for better science, and better access to care, and brings together advocates, researchers and policy makers to change what is possible. We need someone who can bring that same ambition to fundraising: someone who can build relationships, inspire people to invest and help grow the resources required to finish the job.

Reporting to the Chief Development Officer (CDO), the Director will be expected to set ambitious goals and help drive approximately 20 percent annual growth in the areas of giving they lead. This is a hands on, high touch fundraising role for someone with a demonstrated record of growing giving. The Director will personally cultivate, solicit and steward donors, strengthen our donor community, bring new supporters to NBCC and inspire existing donors to deepen their investment.

ESSENTIAL DUTIES & RESPONSIBILITIES

The Director of Development will be responsible for, but not limited to, the following tasks:

Individual Giving and President's Council

- Develop and execute strategies to significantly grow individual giving
- Lead the growth, renewal and retention of the President's Council, NBCC's community of donors who give \$1,000 or more annually

- Personally manage and grow a portfolio of donors and prospects, cultivating, soliciting, stewarding and upgrading donors through high touch engagement
- Drive a highly donor centric approach to fundraising, creating meaningful opportunities to engage supporters, deepen relationships and increase giving over time
- Grow BOLD monthly giving and promote planned giving
- Acquire new donors, reengage lapsed donors and move donors toward higher levels of giving
- Lead C4 fundraising and membership growth, including renewal strategies and opportunities to deepen member engagement and giving

Fundraising Campaigns and Messaging

- Working with the CDO, create and manage an annual fundraising and messaging calendar that coordinates appeals, donor outreach and stewardship around a compelling case for supporting NBCC
- Lead direct mail, email and digital fundraising strategy and drive Fuel Our Fight, October, Giving Tuesday and year end fundraising
- Set ambitious revenue goals, evaluate performance and continually strengthen campaign results
- Build NBCC's peer-to-peer and DIY fundraising program as a new source of donor engagement and revenue
- Identify and test new approaches to donor acquisition, engagement and giving

Signature Events

- Working closely with the CDO and Director of Events, drive fundraising for NBCC's annual New York Gala and Los Angeles cabaret event, Les Girls
- Work with NBCC's outside event consultants to develop and execute fundraising strategies for both events
- Build and manage donor, sponsor, and prospect pipelines, identifying new opportunities and driving renewals and upgrades
- Personally engage donors and prospects and develop table, ticket, and other fundraising opportunities
- Track progress against ambitious revenue goals and ensure consistent fundraising outreach and follow up

Fundraising Management and Performance

- Manage the Development Manager, who supports execution of fundraising strategies, campaigns, donor engagement, events and other initiatives
- Work with the Development Manager to translate fundraising priorities into strong execution and follow through
- Manage the Database Manager and oversee the effective operation and use of the CRM
- Use donor data, segmentation and reporting to identify opportunities for cultivation, renewal and increased giving
- Track fundraising performance against goals and continually identify new prospects and opportunities to grow revenue

Relationship Management and Donor Experience

- Help foster a donor-centered culture across the organization.
- Ensure every interaction reflects professionalism, responsiveness, gratitude, and exceptional stewardship.
- Work collaboratively across departments to demonstrate donor impact and strengthen long-term engagement.
- Encourage an organizational culture where everyone understands their role in building and sustaining donor relationships.

Strategy and Collaboration

- Work with the CDO to establish annual fundraising goals, revenue projections, and growth strategies.
- Collaborate with the Development team to ensure accurate portfolio management, forecasting, reporting, and donor records.
- Participate as an active member of the Development team and contribute to department wide fundraising initiatives.

QUALIFICATIONS & REQUIREMENTS

- Minimum of 7 years of progressively responsible fundraising experience
- Demonstrated record of growing individual giving and achieving ambitious revenue goals
- Significant experience personally cultivating, soliciting and stewarding donors
- Demonstrated success managing a donor portfolio and increasing giving
- Experience with individual giving, annual giving, donor acquisition and retention
- Experience developing and executing integrated fundraising campaigns
- Experience driving fundraising for major events
- Natural relationship builder who enjoys spending time with donors and making asks
- Strong commitment to donor centered fundraising and stewardship
- Experience managing staff and working with a fundraising CRM
- Ability to use donor data to identify opportunities and inform fundraising strategy
- Entrepreneurial, creative and willing to build new fundraising programs and test new approaches
- Energy, urgency and a strong commitment to NBCC's mission and ending breast cancer

SUCCESS MEASURES

- Approximately 20 percent annual growth across the revenue areas the Director leads
- Growth in President's Council, mid-level, annual, monthly and membership giving
- Increased donor retention, renewals and upgrades
- A larger and stronger pipeline of donors and prospects
- Stronger fundraising results from the New York Gala and Les Girls
- A highly donor-centric fundraising culture with meaningful and consistent engagement
- Successful acquisition of new donors and reengagement of lapsed donors
- New fundraising ideas, prospects and revenue opportunities

SUPERISORY ROLE: This position supervises the Development Manager and Development Database Manager

SALARY RANGE: \$110,000-\$125,000, commensurate with experience.

HOW TO APPLY: Email letter of interest with resume to jobs@stopbreastcancer.org with “Director of Development” in the subject line. No calls please. NBCC is an equal opportunity employer that welcomes applications from all.

NOTE: This is a full-time hybrid position located in Washington, DC. At present, NBCC staff work remotely Monday and Friday, and are present in the DC office on Tuesday through Thursday.