



Senior Development Manager

Job Description Date: 05/19/2026

Background

Founded in 1983 by the parents of an Aplastic Anemia patient, the Aplastic Anemia and MDS International Foundation (AAMDSIF) has grown to become the world's leading nonprofit health organization dedicated to supporting patients and families living with aplastic anemia, myelodysplastic syndromes (MDS), paroxysmal nocturnal hemoglobinuria (PNH), and related bone marrow failure diseases.

AAMDSIF's mission is to empower individuals diagnosed with aplastic anemia, MDS, and PNH and their support network by providing timely information, a community of support, improved treatment through health provider education, and hope for a cure through promotion of research.

AAMDSIF seeks mission-driven, collaborative professionals to join our team of dedicated employees working to advance our mission and improve the quality of life of those who live with bone marrow failure diseases.

Position Summary

The AAMDSIF's *Senior Development Manager* advances and strengthens our fundraising program and is a key member of our Development team. This position is responsible for developing and managing AAMDSIF's Annual Giving Plan to acquire, retain and upgrade donors, including through personal solicitations, direct response, cultivating relationships, and donor stewardship. The *Senior Development Manager* will also manage Estate & Planned Giving marketing and research potential new philanthropic corporate donors.

This exempt position reports to the Senior Director, Development and is expected to work independently under general direction, planning, scheduling and arranging own activities in accomplishing objectives. This is a senior individual contributor specialist position; however, the individual in this role may manage budgets and/or external partners.

Responsibilities

- Annual Giving: In partnership with the Senior Director, develop and implement an annual giving plan consistent with the overall fundraising strategies of AAMDSIF that encourages giving from diverse revenue sources including individuals, businesses/corporations, foundations and other key constituents. Manage the budget associated with this plan and ensure accurate reporting.
- Major Gifts: Identify and engage current and prospective donors encouraging them to support at the Foundation Partners level (\$1,000+/year) through personal solicitations, volunteer solicitations and direct response.
- Direct Response: Manage AAMDSIF's direct response program by developing direct mail and e-communications campaigns, managing appeal donor files, managing expenses to ensure net returns align with targets and coordinating with the Development Coordinator to engage outside vendors to deliver timely campaigns.
- Working with and under the guidance of the Senior Director, build collaborative and productive relationships with fundraising volunteers for planning and implementing events (walks/runs, local events). Work to increase event and sponsorship revenue, motivate and recognize volunteers and, in coordination with the Development Coordinator and Digital Content Manager, provide timely logistical, event material, and promotional support if/as needed.
- Estate & Planning Giving: Develop and implement a marketing plan for AAMDSIF's Estate & Planned Giving (Legacy Society) Program.
- Identify and research potential new corporate/business and foundation funders with giving guidelines that are in alignment with AAMDSIF's mission.
- Utilize AAMDSIF's CRM donor database as needed to accomplish objectives, including, for example, updating outreach notes and next steps and generating potential donor lists.
- Lead and collaborate with staff in producing AAMDSIF's annual report.

Qualifications

- Experienced fundraising professional with a minimum of 5 years progressive responsibility including experience in annual giving programs, personal solicitation and direct response. Some experience with fundraising events and motivating fundraising volunteers preferred.
- Bachelor's degree, or equivalent combination of education and work experience.
- Proven track record of success in growing and managing an annual giving program including donor cultivation and giving, direct mail programs and events.
- Outstanding verbal and written communication skills.
- Excellent relationship building and networking skills with a diverse and broad audience of constituents and stakeholders.

- Computer proficiency in programs such as Microsoft Office and CRM systems.
- Experience creating timely and accurate reports (such as for a Board of Directors and/or internal reporting related to progress of various giving plans).
- Experience managing budgets.

Location & Compensation

AAMDSIF is located in Rockville, MD and the *Senior Development Manager* will work in our Rockville, MD office. AAMDSIF offers a comprehensive benefits package that includes medical, dental, and vision insurance, health savings account, life and disability insurance, vacation and sick leave, federal holidays plus day after Thanksgiving, a 403(b) retirement plan with matching contributions, and transportation subsidy (parking or public transit). The salary range for this position is between \$83,333 and \$100,000.

Working Conditions

AAMDSIF is committed to promoting a healthy work-life balance for all employees. Working conditions are normal for an office environment and the office is currently using a hybrid model (in-office and remote). Work will require some weekend and/or evening work and domestic travel.

Disclaimer

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of essential functions, responsibilities, or requirements. This position is a full-time, exempt position. The Aplastic Anemia and MDS International Foundation, a 501(c)3, nonprofit organization, is an equal opportunity employer (EOE). For more about AAMDSIF see: www.aamds.org.

Signatures:

Employee

Supervisor

