



Senior Director of Development

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 provide answers, support, and hope to thousands of patients and their families around the world.

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

AAMDSIF is seeking a Senior Director of Development to lead, strengthen, and advance AAMDSIF's fundraising program and to be a key member of our senior management team.

This position reports to the CEO & Executive Director. The Senior Director of Development will be responsible for developing and managing AAMDSIF's philanthropic and industry sponsorship fundraising efforts with a goal of increasing financial support for AAMDSIF and its priority programs. Using a strategic, creative, and collaborative approach, the Senior Director will lead the development and implementation of a comprehensive fundraising program, translate AAMDSIF's mission, programs, and patient stories into a compelling case for support, and secure the financial resources necessary to carry the mission forward.

Responsibilities

- In conjunction with the CEO & Executive Director, develop and implement a comprehensive strategy, case for support, and budget for fundraising, including philanthropic support and industry sponsorships.
- Manage and mentor a team of development professionals and oversee the diverse range of fundraising initiatives, including individual, business/corporate and foundation giving, special events, and direct response.
- Grow and strengthen industry and corporate partnerships, which are currently the largest source of funding for AAMDSIF and ensure all funding guideline requirements are met.
- Develop the major gift (currently \$1,000+/year) and estate & planned giving programs, identifying prospect pools, devising cultivation strategies, soliciting gifts, and personally maintaining an active portfolio of prospects and donors, especially for higher levels of giving.
- Serve as principal contact with members of the Board and other volunteers engaged in fundraising, inspiring and empowering them as partners to help AAMDSIF meet its fundraising goals.
- Build and cultivate relationships with key constituencies.
- Develop and maintain a robust donor stewardship system, including timely and thoughtful acknowledgement of gifts, accurate accounting and donor records, appropriate recognition, and diligent reporting and follow-up about the impact of their gifts.
- Work collaboratively with colleagues to further the overall mission, programs, and success of AAMDSIF.

Qualifications

- Passion for mission-driven results-oriented fundraising.
- Minimum 10 years fundraising experience, with at least three years managing development staff and programs of at least \$1 million in revenue annually. Prior experience with a health care or disease-related organization and/or national corporate sponsorship solicitation preferred.
- Demonstrated success in leading and motivating staff and volunteers in fundraising activities.
- Exceptional interpersonal skills and ability to network and cultivate relationships.
- Outstanding verbal and written communication skills and ability to translate missions, programs, and patient stories into compelling cases for support.
- Exhibit a strategic, creative, and flexible approach to problem solving and moving the development program forward.
- Collaborative approach to working with others and achieving goals.
- Knowledge of fundraising/CRM software and proficiency with Microsoft Office.
- Willingness and ability to travel.
- Minimum of a bachelor's degree, or equivalent in work experience. Advanced degree desirable, but not required.

Location & Compensation

AAMDSIF is located in Bethesda, MD and the Senior Director of Development will work in our Bethesda, MD office. The salary range for this position is \$130,000 to \$160,000 annually, depending on experience. AAMDSIF offers a comprehensive benefits package that includes medical, dental, and vision insurance, health savings account, PTO, federal holidays, a 403(b) retirement plan with matching contributions, and transportation subsidy (parking or public transit).

Reporting Relationships

- Reports to CEO & Executive Director
- Reporting to this position: Director of Development and Development Associate.

Working Conditions

Working conditions are normal for an office environment and the office is currently using a hybrid model (in-office and remote). Work requires 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

How to Apply

Please apply by emailing your resume and cover letter to jobs@aamds.org. Applications received without a cover letter will not be considered. We look forward to receiving your application, but no phone calls please.