

Title Development Manager Fundraising (Walk/Ride)
Location Southern Texas Chapter (Austin)
Reports to Market Director - Austin
Date: February 2023

Salary Range: 61-66K

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Company Description

JDRF is the leading global organization funding type 1 diabetes (T1D) research. Our mission is to accelerate life-changing breakthroughs to cure, prevent and treat T1D and its complications. To accomplish this, JDRF has invested more than \$2 billion in research funding since our inception. We are an organization built on a grassroots model of people connecting in their local communities, collaborating regionally for efficiency and broader fundraising impact, and uniting on a national stage to pool resources, passion, and energy. We collaborate with academic institutions, policymakers, and corporate and industry partners to develop and deliver a pipeline of innovative therapies to people living with T1D. Our staff and volunteers throughout the United States and our six international affiliates are dedicated to advocacy, community engagement and our vision of a world without T1D.

Summary

This self-starting individual is responsible for driving fundraising success for the JDRF One Walk program in Austin and the JDRF Ride program for the Southern Texas Chapter (Austin, Houston, and San Antonio). The Development Manager role is an opportunity to join a strong Chapter team reporting to the Austin Market Director and working closely with local and Chapter leadership, regional and national teams, and an outstanding group of volunteers to increase the reach and impact of the Chapter. Through collaboration and coordination with national and regional teams, Chapter staff, and volunteer partners, the Development Manager champions a strategic approach to One Walk and Ride program development including team recruitment and development, volunteer leader recruitment and engagement, and stewardship that will grow the program at all levels and ensure an extraordinary participant experience.

The right person in this position is an integral member of the team, driving new business development, increasing the efficiency and effectiveness of fundraising, and chapter operations. This includes identifying and engaging new donors, managing, evaluating, and expanding cultivation opportunities, oversight of various event activities, and support. He or she organizes and executes select administrative components that support the donor-giving cycle, from qualification to stewardship.

The position is remote and must reside in Austin area.

Responsibilities

- Serves as the key staff member in implementing the Austin One Walk program.
- Serves as the key staff member in implementing the Southern Texas Chapter's Ride program.
- Develops a strategic plan for the success of the One Walk and Ride programs. Collaborates with chapter staff as well as national/regional staff resources to ensure the Chapter's revenue growth in the One Walk and Ride and as a pipeline driver for all other engagement.
- Responsible for building and implementing a strategy to develop a people pipeline of new volunteers, community leaders, donors, team captains and training, coaching, and managing the pipeline resulting in the attainment of revenue goals.
- Develops and executes long-range and short-range strategies and plans to identify, cultivate, solicit, and steward new donors. Proactively seeks out and identifies new leads for family, corporate and school teams. Calls/meets with new prospects weekly. Develops and cultivates these leads to become part of the JDRF One Walk and Ride.

- Mine data resulting in acquisition of key volunteers, participants, team captains, sponsors, and community leaders. Leads prospect research and develop engagement plans, activities, and correspondence to support interactions with prospects.
- Responsible for volunteer committee development, team recruitment and retention strategies, budget, timeline, marketing/PR, logistics and best practice implementation.
- In partnership with chapter staff and third-party vendor, helps manage event logistics for the One Walk and Ride, including kick-off and rally events, Walk Day, and Awards Celebrations.
- Executes plan for maximizing team participation to achieve revenue goals by retaining and activating existing teams, attracting new ones from all sectors of the community and by providing fundraising guidance and support.
- Identifies, builds, and stewards relationships with community, civic and corporate leaders as an integral part of volunteer and donor engagement.
- Assists with all market operations including administrative support and management of the CRM database including CRM updates, addressing duplication, and reports.
- Manages Walk and Ride operations in all management software, Luminate Online, and CRM database. Pull reports and serve as the first contact to troubleshoot with teams.
- Strategically and consistently utilizes CRM data management tool to maximize efficient and effective moves management of donor pipeline.
- Oversees assigned activities and helps establish strategic alliances.
- Serve as a resource and point person for all Third Party, JDRF Your Way and Challenge fundraising opportunities for the greater Austin communities.
- Manages Southern Texas Chapter Ride program, which includes recruitment of riders and volunteers, coordination of logistical elements and year over year growth.
- Support Austin One Party (gala/golf) as directed by Market Director.
- Ensures personal accountability for meeting deadlines and responding to volunteers and other department requests.
- Supports other fundraising events, chapter activities and programs as assigned.

Qualifications

- College degree or combination of education and experience
- 3+ years of work experience including 2+ years fundraising or relevant business/volunteer experience.
- Strong CRM database knowledge, Salesforce preferred.
- Must be a self-starter, with the ability to collaborate as a team player.
- Strong verbal and written communication. Excellent interpersonal and relationship-building skills.
- Ability to interface with all levels of staff and volunteers.
- Ability to create and manage process that enhances efficiency of staff work while allowing for donor centrality.
- Proficiency in Microsoft Office (Outlook, Word, Excel & PowerPoint)
- Detail oriented.
- Ability to travel within the chapter footprint. Occasional evening and weekend work as needed.

Additional Information

To protect the health and safety of our employees, all employees are required to be fully vaccinated for COVID-19 and have a COVID-19 booster shot regardless of location or position. This includes those with remote status. Requests for medical, religious, and other exemptions will be considered on an individual basis. JDRF will comply with all federal, state, and local laws.

JDRF supports a diverse and inclusive workforce.

JDRF is an Equal Opportunity Employer.

All your information will be kept confidential according to EEO guidelines.