

## **Executive Director, Gulf Coast (Home-based)**

ID: 2387

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The physical location for the candidate selected must be in the Houston Market.

### **ABOUT SUSAN G. KOMEN**

Susan G. Komen brings a home office based working environment for each specified local community. We are a force united by a promise to end breast cancer forever. For over 40 years, we've led the way funding groundbreaking research, community health initiatives and advocacy programs in local communities across the U.S. and in more than 30 countries. Susan G. Komen is the ONLY organization that addresses breast cancer on multiple fronts such as research, community health, outreach and public policy initiatives in order to make the biggest impact against this disease.

Komen strives to have a culture of passionate, growth-minded professionals who thrive in a team environment, and work collaboratively to inspire greatness in others! We take an ongoing approach to ensure open communication from all levels throughout the organization. It's encouraged to give and receive feedback to ensure two way accountability with a focus on continual improvement both personally and professionally!

### **What you will be doing in the role of an Executive Director**

The Executive Director (ED) provides fundraising leadership for a defined geographic market area with accountability for annual revenue target of no less than one million dollars. Responsible for profit and loss management and operational excellence to ensure ROI targets are achieved. Responsible for managing development staff and leading a market-based volunteer Komen Leadership Council engaged in fundraising to support and grow the Komen community. The ED is a player-coach that leads by example, modeling outstanding, results-producing fundraising strategies and tactics; supportive relationships with internal staff, Komen Leadership Council members, volunteers, and external constituents resulting in strong local geographical communities of supporters engaged to further Komen's impact.

### **What you will bring to the table**

- Provides overall leadership and management for short- and long-term strategies designed to create cost effective and ongoing sources of revenue and community engagement.
- Working with the Vice President and in some cases other Executive Director, responsible for overall revenue generated within the designated market. Sources of revenue include but are not limited to:
  - MORE THAN PINK Walk/Race for the Cure
  - Komen Leadership Council member recruitment and fundraising
  - Mid-Level and Major Donors
  - Foundations
  - Corporate Partners
  - Employee Engagement
  - Third Party Events
  - Special Events based on ROI
- Hands on player-coach with market staff for implementation of national and state development and operational strategies, programs and campaigns.
- This role will require travel throughout specific markets, territories or assigned area(s), and will work in collaboration with RVP and State Executive Director, establishes annual development plan representing targeted opportunities for donor prospecting, cultivation, retention, upgrade, acknowledgement, and recognition.
- Establishes and gains approval of an annual budget and monitors financial expenditures and progress against the budgetary plan and takes appropriate measures to meet top line and bottom-line goals ensuring a high ROI in meeting revenue targets.
- Evaluates the revenue growth potential of all development activities and develops appropriate strategies to ensure revenue diversity, stability and growth.
- Hands on player-coach in the cultivation and acquisition of major donors, foundation and corporate contributions through donations, grants, sponsorships and material and/or in-kind support.
- Leads a market-based Komen Leadership Council comprised of highly engaged, community influencers accountable for driving market fundraising and community engagement goals; recruits, manages relationships and retains highly effective volunteer leaders who can significantly contribute to fundraising
- Works in collaboration with Community Engagement team in support of the national volunteer program, identify, recruit, train, develop, recognize and retain volunteer leadership at all levels to achieve development initiatives.

- Serves as primary staff spokesperson to promote Susan G. Komen and our mission within target market.
- Working with national communications team, cultivates productive relationships with the media and various constituent and related groups including professional, educational and political leadership.
- Provides leadership in building confidence and a strong working relationship between the community and Susan G. Komen as an organization.
- Maintain a working knowledge of the Susan G. Komen mission and programs to promote the local market fundraising initiatives.
- Maintains a productive and collaborative relationships with all Komen staff; participates on regional and enterprise projects and committees as appropriate
- Perform other related duties as assigned.

**We already know you will have**

- Must be willing and able to travel through geographic service area with your own reliable transportation.
- Bachelor's degree and 7-10 years' experience in fundraising, special events and team management; Overseeing \$1m+ in revenue, through peer-to-peer fundraising events, major gifts and sponsorship.
- Ability to close face to face fundraising and sponsorship offers.
- Strong volunteer recruitment and management skills and demonstrated ability to provide a high level of customer service and motivation to business and social leaders.
- Excellent planning, organizational and follow-up skills.
- Demonstrated professional and mature interaction with other staff and leadership volunteers, sponsors, donors and others to engage them toward the achievement of revenue goals and strengthening donor relationships. Proven ability to manage multiple projects with varying priorities at one time.
- Excellent verbal and written communication skills.
- Ability to effectively speak and present to individuals including high net worth donors, executive corporate management as well as small, mid-size and large groups.
- Willingness and ability to travel throughout the market and work evenings and weekends as needed.
- Familiar with the community and local non-profits.
- Must be willing and able to travel through geographic service area
- Demonstrated experience/expertise and actively pursues best practices in fund development, sponsorship, donor relations, and stewardship.

### **We would love if you also have**

- Strong organizational and project management skills.
- Ability to evaluate the effectiveness of programs and make recommendations for improvements.
- History of successful peer to peer program management.
- Experience in recruiting and activating leadership volunteers that are revenue focused.

### **So, what's in it for you?**

Komen believes in the importance of taking care of our employees so that in turn they can be committed to supporting our critical mission to support those impacted by breast cancer and to help find cures. This is what Komen provides away from the computer:

- Competitive salary 85k - 120k; exact compensation ranges are based on various factors including but not limited to the labor market, job level, internal equity, and budget. Offers given will take into consideration candidate's skills, education, experience, geographic location and other necessary credentials.
- Health, dental, vision and a retirement plan with a 6% employer match
- Generous Paid Time Off Plan
- Flexible work arrangement in a fully remote working environment
- Bi-weekly work from home stipend
- Parental leave
- Tuition Reimbursement
- A culture of learning and development
- And so much more!

***Komen provides a remote and/or home-based working environment for all active employees. Komen defines remote as the ability to work from any physical location within the U.S. where an employee can perform specified work duties without disruption or distraction. Komen defines home-based roles as positions that are required to reside in a specific market. Work schedules for both remote and home based are determined by the organizational needs of each department.***

Susan G. Komen is fair and equal in all its employment practices for persons without regard to age, race, color, religion, gender, national origin, disability, veteran status, or sexual orientation. Additionally, we embrace Diverse Teams & Perspective, and we find strength in the diversity of cultural backgrounds, ideas, and experiences.

SORRY NO AGENCIES

#LI-REMOTE