



Organization: Rein in Sarcoma

Position: Director of Development

Compensation: \$70,000 - \$80,000

<https://www.reininsarcoma.org/>

CONTACT

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Access Philanthropy is pleased to conduct the search for a Director of Development for Rein in Sarcoma.

Organization Background

Rein In Sarcoma, (RIS) is a leading resource for patients and families touched by sarcoma cancers. Sarcomas are an uncommon and often lethal group of bone and soft tissue cancers that may strike both children and adults. While rare among adults (less than 2% of all cancers), sarcomas are one of the most common cancers among children and young adults (17%). Sarcomas are often diagnosed late or misdiagnosed contributing to its high mortality rate. We work in collaboration the Children's Hospitals and Clinics of Minnesota, Mayo Clinic and the University of Minnesota to carry our mission of sarcoma education, patient and family support. Education relationships are beginning in Wisconsin at The Medical College of Wisconsin, Milwaukee and University of Wisconsin Madison College of Medicine. In addition, Rein in Sarcoma (RIS), works in partnership with the University of Minnesota Masonic Cancer Center, Mayo Clinic and Children's Hospitals and Clinics of Minnesota to fund innovative, collaborative and high impact research.

RIS is the largest sarcoma foundation in the Midwest. It is a Minnesota Nonprofit tax exempt (501c3) organization and meets all of the Minnesota Charities Review Council's standards.

Since its creation in 2001, the foundation has been led by a volunteer Board of Directors and supported by the efforts of hundreds of volunteers. Rein In Sarcoma has reached thousands of people and raised more than \$2 million for sarcoma cancer research. In July of 2017, an Executive Director with strong relationships in the RIS community was hired. Office space is located in Fridley, MN.

RIS has developed a fundraising plan in partnership with an external consultancy organization. The current objective is to hire a contract Director of Development to implement the development framework and expand relationships with community members, businesses and foundations.

Mission

Rein In Sarcoma Foundation is dedicated to:

- Educating the public and medical community about sarcoma cancers
- Supporting sarcoma patients and their loved ones
- Funding research directed toward developing new treatments and finding a cure for sarcoma cancers

Key Responsibilities

As the sole development staff leader, the Development Director reports to the executive director and is staff member to the Development Committee comprised of motivated, dedicated volunteers. In collaboration with the Development Committee Chair and members, the Development Director is responsible for implementing the comprehensive 2018 development plan and time line. Ensuring funds from individuals and corporations meet goals to support programming and operations in order to sustain and grow a dynamic, diversified organization. They are to empower and collaborate with a strong team of volunteer leaders and build relationships with existing donors to achieve the goals of the organization. Their work is guided by the mission (above), which articulates the strategic direction.

- Strengthen overall fundraising capacity by building upon our previously approved fundraising plan.
- Implement an integrated fundraising program including:
 - Institutional fund development: grant seeking, sponsorships, annual giving
 - Individual fund development: direct mailing, high net worth individuals (HNWI), named funds, monthly donations, long term estate planning, fundraising event management
- Strengthen and sustain relationships with current donors and partners.
- Recruit, orient, and train volunteers to support fundraising events and activities

Required Qualifications

- Demonstrated results in nonprofit fundraising (corporate and foundation solicitation, grant writing, individual fundraising, event management)
- Proven ability to develop strong relationships both internally and externally. Able to consistently build rapport with board volunteers, community donor base, as well as organizational leaders.
- Proven ability to achieve results while managing a variety of projects and deadlines.
- Excellent verbal/written communication and effective presentation skills.
- Demonstrated ability to work independently and as a part of a team.
- Experience with Salesforce, maintaining fundraising and constituent management database.
- Discretion in handling and securing confidential information, as well as the ability to conduct oneself in a highly professional manner.
- Oversees management of development expenses, budgets and goals.
- Incorporates new technologies, research methods, and trends to ensure long term relationships with existing and new donors.
- Provides objective and insightful feedback to strengthen the work of staff and volunteers carrying out the organization's mission.
- Promotes and supports a positive culture in the office and inspires sarcoma community in the field.

- 5 years of development/fundraising experience
- 4-year college degree
- Ability to work occasional weekend and evening events as required
- Successfully complete a background check
- Licensed with the State of Minnesota

Preferred Experience

- Fundraising with health-related nonprofits, sarcoma or underserved diseases
- Increasing donations in multi-approach strategy
- Preparing and editing effective marketing materials

Compensation and Benefits

The annual compensation range is \$70,000 - \$80,000.

Rein in Sarcoma affirms its social and legal commitment to promote an atmosphere and environment that recognizes the principle and practice of equal employment opportunity. As such, Rein in Sarcoma does not discriminate in employment opportunities or practices on the basis of race, color, religion, gender, national origin, age, disability, sexual orientation, status with regards to public assistance, membership or activity in a local commission or citizenship status, or any other characteristic protected by law.

How To Apply

Submit cover letter and resume to Access Philanthropy, at 4info@accessphilanthropy.com.

The search committee will accept applications on a rolling basis with a **final deadline to apply of March 18, 2022.**



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