Development Manager

- Jackson, MS area (Remote Position)
- Full-time

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 $2.5 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 in chapters across the United States and our six international affiliates are dedicated to advocacy, community engagement, and our vision of a world without T1D. For more information, please visit jdrf.org or follow us on Twitter @JDRF.

As a JDRF team member, you can look forward to interesting and challenging work, building strong relationships with fellow staff and our network of volunteers, and having a meaningful impact on the lives of everyone affected by this devastating disease.

Job Description

Summary
This self-starting individual is responsible for driving fundraising success for JDRF in the Southern States Chapter, serving Alabama, Arkansas, Louisiana, and Mississippi, focusing on the central Mississippi area. Through collaboration and coordination with national and regional teams, Chapter staff, and volunteer partners, the Development Manager will serve as the lead staff member for the JDRF One Walk in Flowood, MS, the JDRF Hope Gala in Jackson, MS and the Community Engagement Lead for the entire Chapter footprint. This position is an integral member of a strong, successful team, driving new business development and increasing the efficiency and effectiveness of fundraising and chapter operations. This includes identifying and engaging new donors; managing, evaluating, and expanding cultivation opportunities; overseeing the Mississippi One Walk, Hope Gala, Community Engagement program, and various aspects of other Mississippi events. The Development Manager supports the donor giving cycle from qualification to stewardship.

The position is based in Jackson, Mississippi area. Staff will be working remotely in this position.
Responsibilities

- Serve as the key staff member in strategically managing and implementing the chapter’s One Walk program in Flowood, MS.
  - Develops a strategic plan for the success of the One Walk program. Collaborates with chapter staff as well as national/regional staff resources to ensure the Chapter’s revenue growth in the One Walk and as a pipeline for other engagement.
  - Develops strategy, including data mining, to drive a pipeline of new volunteers, community leaders, donors, team captains and corporate partners.
  - Creates and executes strategies to identify, cultivate, solicit, and steward new donors. Proactively seeks out and identifies new leads for Walk engagement.
  - Calls/meets with Walk teams and new prospects weekly.
  - Responsible for all Walk logistics and operations, including related events such as kick-off/rally days, Walk Day, and Awards Celebrations.
  - Manages Walk operations in both Walk management software, Luminate Online, and CRM database.
- Serves as a key staff member in strategically managing and implementing the Gala and other chapter events. Such support may include, but is not limited to:
  - Leadership and Committee Recruitment
  - Event auctions
  - Event logistics
  - Committee meetings
  - Oversight of volunteers at the events
- Will work with the Mississippi Community Board of Directors on the Walk and Gala specific projects
- Will support the chapter with other duties as assigned
- In partnership with Community Engagement Volunteers, serve as the Community Engagement lead staff for the larger Southern States Chapter team including Alabama, Arkansas, Louisiana and Mississippi.
- Leverage Bag of Hope, No Limits care kits and TypeOneNation Summit to increase activation of newly diagnosed community in advocacy, fundraising and engagement.

Qualifications

- College degree
- 2-4 years of fundraising experience
- Strong CRM database knowledge, Salesforce preferred
- Self-starter and internally motivated, with the ability to collaborate as a team player
- Strong verbal and written communication skills
- Excellent interpersonal and relationship-building skills
- Excels in prospect research and thinking creatively to develop donor acquisition strategies
- Ability to create and manage process that enhances efficiency of staff work while allowing for donor centricity.
• Ensures personal accountability for meeting deadlines and responding to constituents
• Proficiency in Microsoft Office (Outlook, Word, Excel & PowerPoint)
• Detail-oriented
• Problem-solver; solution-oriented
• Enthusiastic, positive attitude and strong sense of humor
• Ability to travel within the chapter footprint. Occasional evening and weekend work as needed.

**Additional Information**

*Resumes without cover letters will not be considered.*

To protect the health and safety of our employees, all employees are required to be fully vaccinated for COVID-19 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 and is an Equal Opportunity Employer. All information will be kept confidential according to EEO guidelines.