

Why Leukemia and Lymphoma Society

How many people can answer the question, "What do you do for a living?" with the answer, "I help find cures for cancer." At LLS, employees take our mission seriously. Whether you work in one of our chapters, are an accountant at the national office or a specialist in our Information Resource Center, you work each day on making our mission a reality: Cure leukemia, lymphoma, Hodgkin's disease and myeloma, and improve the quality of life of patients and their families. Join us and give new meaning to the word, "job."

Senior Chapter Director

Summary: The Senior Chapter Director develops, performs and provides leadership for a variety of strategies designed to create cost effective and on-going sources of income, volunteer development, community presence, and mission enhancements for The Leukemia & Lymphoma Society within the chapter's chartered area. The Senior Chapter Director is responsible for achieving individual fundraising goals through events, corporate relationships and major gifts. The Senior Chapter Director may assume Chapter management duties in the absence of the Executive Director.

Reports to: Executive Director

Supervises: May Supervise, as needed.

Responsibilities

Duties and Responsibilities:

- Develop and execute a strategic revenue plan to achieve annual revenue goals for campaigns and overall chapter corporate partnerships.
- Develop and execute a strategic revenue plan with some operations oversight to achieve annual revenue goals for campaigns and overall chapter corporate partnerships and major gifts.
- Analyze strategic evaluations, chapter market potential, return on investment and primary and outlying market area development; and develop plans to stimulate chapter growth according to revenue goals.
- Secure new partnership opportunities with top level organizations/companies.
- Create new and foster existing relationships with Fortune 1000 companies to drive revenue for the organization.
- Identify and build relationships with corporate leaders as an integral part of prospect expansion and engagement of LLS's product revenue generating activities.
- Prioritize, cultivate, solicit and steward new corporate relationships and sponsorships for LLS.
- Supervise and lead major campaign staff toward the successful meeting/exceeding of revenue goals.



- Maintains a working knowledge of LLS's mission and its programs to address them. Perform other related duties as assigned.

Qualifications

Education & Experience Requirements:

- Bachelor's degree in Business, Communications, Management, or Marketing preferred
- 7+ years of relevant sales experience, non-profit and corporate development experience preferred.

Position Requirements:

Proven ability to manage and lead multiple campaigns and assigned staff, as well as develop, secure and steward large corporate partnerships with a track record of meeting or exceeding targets.

- High level relationship builder with the skills of prospecting and connecting with multiple constituents and comfortable speaking to executive audiences.
- Ability and comfort with making direct asks for financial support.
- Expected to develop and sustain relationships through in person visits and community outreach. Therefore, time out of the office is expected to be at a minimum of 50% but can vary from time-to-time and may require out of state travel for training, conferences and meetings.
- Collaborate with Mission Team ensuring success of patient access, education, public policy & advocacy and research
- Ability to conceptualize, develop and implement strategic plans
- Skilled at exercising sound judgment and possesses good analytical skills
- Excellent verbal and written communication skills
- Demonstrated knowledge and use of digital, social media & emerging online channels
- Intermediate understanding of financial reporting including budgeting and forecasting
- Proven supervisory and leadership skills
- Decision making capabilities
- Knowledgeable and experienced in nonprofit and volunteer management, with an emphasis on proven fundraising results
- Knowledge of Microsoft Office Suite

Please apply at the Leukemia & Lymphoma website:

<https://careers-lls.icims.com/jobs/3695/senior-chapter-director/job>