

## Director of Development & Communications

Raleigh, NC - Full Time

Are you passionate about serving your neighbor and ensuring access to healthcare?

Do you find joy in building relationships and connecting individuals with an impactful mission?

Do you excel at building dynamic teams and comprehensive development programs to achieve strategic goals?

If so, then you might be Alliance Medical Ministry's next Director of Development and Communications.

### Our Mission:

For more than 20 years, Alliance Medical Ministry (AMM) has been a mission-driven organization that provides access to comprehensive medical care to more than 2,200 working, uninsured adults living in Wake County. Health equity is an integral part of what AMM provides patients with in addressing the disparities that exist in our healthcare system today.

Uninsured individuals are less likely to receive preventive care, more likely to develop chronic illnesses, and more likely to be hospitalized for conditions that could have been prevented. All these factors make it hard to maintain employment, build financial security, and break cycles of poverty. At AMM, our team works diligently to ensure health care for all.

Comprehensive medical care provided at AMM includes acute and chronic medical care, lab and pharmacy services, health education, disease management, social work, counseling, an on-site community farm, and a comprehensive wellness program.

AMM is seeking a dynamic Director of Development and Communications to help grow the organization and ensure all in need have access to the health care they deserve. Reporting to the Executive Director, the Director of Development and Communications will join our compassionate and dedicated team, playing a key role in advancing AMM's strategic vision and driving efforts to support and serve our neighbors.

Learn more by going to <https://www.alliancemedicalministry.org>.

---

**Core Responsibilities:**

- Play a lead role in the launch and execution of a major gifts campaign, in coordination with the Executive Director, Board of Directors, Campaign Coordinator, Campaign Consultant, and Campaign Committee.
- Develop and implement AMM's comprehensive, integrated, annual development and communication plan in partnership with the Executive Director, board, and staff.
- Build revenue goals and performance metrics for development and meet revenue requirements for the agency. Regularly assess performance against established benchmarks and adjust strategies to optimize results and support the agency's financial sustainability.
- Serve as a key member of the leadership team, contributing to the development of strategic decisions that guide the organization. Play a pivotal role in the implementation and execution of AMM's strategic plan.
- Manage the Development and Communications team, including a full-time Community Outreach & Volunteer Coordinator, Development Coordinator, and Communications Coordinator.
- Maintain effective working relationships with the Board of Directors, donors, staff, volunteers, and all constituents of AMM. Foster an inclusive and collaborative environment, ensuring open communication, transparency, and mutual respect across all levels of the organization. Act as a liaison between various groups to strengthen partnerships, build trust, and advance AMM's mission and objectives.
- Oversee the identification, cultivation, solicitation, and stewardship of donor constituent groups, including board, individuals, corporations, and congregations, utilizing staff and board for execution.
- Manage a personal portfolio of donors, executing direct face-to-face solicitations, and leading the monthly giving program.
- Execute a formal stewardship plan to engage donors and volunteers in the mission further and to show appreciation for their investments.
- Collaborate with the team to conduct fundraising events designed to increase awareness, raise funds, and offer an effective entry point to the organization as needed.
- Oversee the grant process, ensuring a strong grant pipeline, drafting and managing grant reports, working closely with medical staff to compile reports on clinic and health outcomes, and social determinants of health.
- Share compelling stories that highlight the impact AMM has made in the community to motivate volunteers, board members, donors, and partners in ways that inspire support.
- Enhance the reputation and exposure of the organization through community outreach. Build and strengthen relationships with local organizations, community leaders, and key influencers to promote AMM's mission, programs, and impact.
- Serve as staff liaison to the Development Committee, managing and providing support to the team to ensure the achievement of set annual goals.

**Key Attributes:**

- Professionally and personally uphold core values of equity, respect, sustainability, collaboration, and quality.
- At least 5 years of proven leadership of a comprehensive resource development program with successful face-to-face solicitations of major gifts (\$5,000+).
- Proven experience in building and managing development budgets, ensuring financial sustainability and alignment with organizational goals, and establishing clear performance metrics.
- Organized and detail-oriented with demonstrated ability to follow through on commitments.
- Able to build and lead a collaborative team with confidence and humility.
- Strong ability to articulate, both verbally and in writing, a genuine passion for AMM's mission.
- Ability to connect with individuals from all walks of life, effectively conveying the organization's work to diverse audiences.
- Success in building relationships with teammates and members of the community who can personally invest, or who can influence individual, congregational, or corporate giving.
- High-energy relationship-driven professional with a natural inclination to engage with the community to increase awareness of AMM's presence and impact in the community.
- Success working with a non-profit board of directors and fundraising committees.
- Strong computer skills with knowledge of Microsoft Office suite, Salesforce, Mail Chimp, and Squarespace.
- Experience in healthcare is a plus.

**Think you are the next Director of Development and Communications?**

To apply, please submit your compelling cover letter and resume at this [LINK](#).

Salary is commensurate with experience and the requirements of the position and is in the \$85K - \$95K range. Benefits include healthcare insurance through Aetna, 20 days of PTO, plus a generous companywide holiday schedule and AMM contribution to IRA. AMM values a work-life balance, with this position being on-site in Raleigh, hybrid work arrangements are possible.