

Title	Chapter Senior Director
Reports to	Territory Executive
Salary range:	110-120K
Direct reports	Development Manager and Development Coordinator

About Breakthrough T1D:

As the leading global type 1 diabetes research and advocacy organization, Breakthrough T1D helps make everyday life with type 1 diabetes better while driving toward cures. We do this by investing in the most promising research, advocating for progress by working with governments to address issues that impact the T1D community, and helping educate and empower individuals facing this condition.

Summary

The Chapter Senior Director (CSD) supports the organizational strategies and mission by serving as a leader focused on building strategic relationships with constituents and donors on behalf of Breakthrough T1D, ensuring the expansion of our reach to support maximum chapter and market penetration. The CSD ensures increased efficiency, effectively utilizing core program metrics and key indicators to drive year-over-year trends, goal attainment and maximum performance impact.

The CSD focuses on relationship building with key donors and fundraising volunteers, focused on driving volunteer impact and strengthening the volunteer pipeline. The CSD collaborates with Global Development on activities to generate greater revenue and volunteer impact.

This individual is a leader who effectively brings the mission to life within the community through collaboration, cultivation, inspiration, and engagement. Utilizing exceptional time management skills, they proficiently execute activities that support organizational strategies in their assigned chapter to drive optimal results and actively demonstrate and promote enterprise-wide mindsets.

Responsible for fundraising in the Raleigh, NC area, collaborating with staff, committee members, volunteers, and a 10–15-member local board to raise \$2M-\$3M annually through BT1D signature events, including a Gala and P2P Walk campaigns.

This position remote position based out of Raleigh/Triangle, NC

Key Responsibilities

Fundraising & Engagement – 50%

- Execute strategic revenue plans to drive profitable, diversified, and sustainable year-over-year growth in the chapter.
- Assume responsibility for achieving both personal and chapter level revenue goals; and support the achievement of territory revenue goals.
- Drives new levels of performance in Peer 2 Peer, Signature Events, individual giving, and constituent relationship management within the chapter.

- In collaboration with national and chapter partners, collaborate on annual strategy for corporate engagement, major giving, and stewardship at the chapter level. Identify and develop new business with existing donors and new prospects.

Volunteer Management – 25%

- Engage and leverage the Community Board in assigned chapter area and ensure the on-going development of a strong and impactful board.
- Guide the board nominating process and provide direct support and leadership in attracting and retaining high-impact board members and ensure it represents the community served.
- Ensure meaningful engagement of volunteers at all levels and promote good working relationships between staff and volunteer leadership.
- Partner with volunteer leadership to solicit funding and other support from individuals, corporations, foundations and other sources of funding and/or influence.

Awareness – 15%

- Provide leadership for the cultivation of productive relationships with constituents, media, and health care partners to advance brand awareness and mission priorities.
- Promote mission engagement opportunities throughout the community in the areas of research, advocacy, and clinical trials.
- Support active and growing Community Engagement programs to acquire and activate new families.
- Collaborate with territory staff on the engagement of mission-focused volunteer leadership – including Advocacy Team Chairs, Clinical Trial Education Volunteers, and Mission Information Volunteers – to advance the priorities of the organization.

Administration and Management – 10%

- Provide leadership, performance management and professional staff development and build a strong, cohesive, and collaborative team.
- Accountable for the development, management, and attainment of annual budgets, the maintenance of fiscal records, and the timely and accurate submission of Breakthrough T1D financial and forecast reports.
- Ensure staff and volunteers adhere to organizational policies and procedures, including annual training and other compliance requirements.
- Represent the interests, professionalism, and integrity of Breakthrough T1D in all activities and relationships through a unified message of the Breakthrough T1D mission, and a commitment to organizational standards and leadership by personal example.
- Serve as an active member of the Territory Executive Team providing overall leadership, mentoring, and operational direction to ensure cost effective and

efficient systems.

Requirements:

- 8 years of professional fundraising experience, with a clear record of achievement in a complex, mission-driven organization; 3-5 years in a supervisory capacity. College degree or equivalent combination of education and experience.
- Record of success in a fundraising leadership role, with revenue responsibilities in excess of \$2M; experience working directly or leading staff teams particularly in large scale events (walk, gala, etc.) and major and corporate giving. Strong skills in the identification, cultivation, solicitation, and on-going stewardship of donors and supporters
- Experience in partnering with strong and active volunteer leaders, including working successfully with a large network of passionate volunteers.
- High degree of energy, integrity, courage, empathy, and creativity. High emotional IQ. Superior active listening, analytical, and critical thinking skills.
- Demonstrates the ability to inspire, lead, and motivate teams while fostering an inclusive and respectful work environment through all interactions with staff and volunteers. Exhibits effective delegation skills to enhance both organizational and individual productivity.
- Ability to develop and successfully maintain an extensive network of strategic relationships (donors, volunteers, community partners, etc.) in the local area. Existing knowledge and network of relationships in the territory preferred.
- Ability to be an enthusiastic spokesperson/representative of Breakthrough T1D's mission. High level of comfort communicating complex information (e.g., Breakthrough T1D research, goals, etc.) to a wide range of audiences so that they can understand and retain the content.
- History of effective performance management that aligns staff efforts with organizational goals.
- Proficiency in Salesforce CRM and MS Suite, essential for managing donor relationships and streamlining operations.
- Highly efficient in time management and able to meet deadlines under pressure.

- Ability to travel locally required. Occasional overnight travel as needed.