



Development Director The LAM Foundation

OPPORTUNITY

The LAM Foundation is seeking a Development Director to join an organization that is described by the National Heart, Lung, and Blood Institute (NHLBI) as "a model for voluntary health agencies." The LAM Foundation was created in 1995 as a grass roots effort and is now the global leader in the fight against lymphangioleiomyomatosis (LAM). LAM is a rare and progressive lung disease that primarily affects women and has no known cure. In May 2015, the FDA approved Rapamune as the first effective treatment for LAM, based on research and patient engagement supported by The LAM Foundation.

Through the efforts of a committed Board of Directors and staff, the Foundation has raised more than \$26 million in 24 years. Over 60% of this has been committed to research which further seeded an estimated \$40 million in subsequent funding from federal sources to advance the field of LAM research. The research effort has produced more than 125 grant-related publications, a diagnostic biomarker that can obviate the need for lung biopsy, and a pivotal clinical trial that has identified the first treatment. In addition to its world-renowned Scientific Board, 60+ LAM Clinics have been established across the globe which focus referrals to expert regional centers and facilitate clinical trials. This 'distributed expertise' model fosters scientific interest in LAM at academic medical centers around the country and provides care close to home. The annual International "LAMposium Conference" brings together 400 LAM patients, family members, clinicians and investigators to focus all efforts on silencing LAM in the shortest time frame.

Over the next five years, Foundation goals are focused on targeted scientific development to include the development of biomarkers to diagnose and predict disease progression, the identification of new drugs as possible treatments and driving the completion of all related clinical trials. Goals also include improved quality of patient care and support, increased global outreach to patients and scientists, and increased fundraising to support the needs of promising research and an ultimate cure.

MISSION

The LAM Foundation urgently seeks safe and effective treatments, and ultimately a cure, for lymphangioleiomyomatosis (LAM) through advocacy and the funding of promising research. We are dedicated to serving the scientific, medical and patient communities by offering information, resources and a worldwide network of hope and support.

Development Director Position Description

The Development Director's primary role is to develop and expand the fundraising capabilities of the Foundation and to direct active fundraising programs. Responsibilities include writing the annual development plan; donor identification, cultivation, and solicitation; event planning; grant writing; and oversight of the database, donor recognition and reporting. The Development Director interfaces with donors and community leaders in conjunction with the CEO and the Board of Directors to achieve the goals and initiatives set forth in the Foundation's strategic plan. Measurable annual objectives will be agreed upon each year.

Responsibilities:

1. In partnership with the CEO, contribute to and implement The LAM Foundation Annual Development Plan:
 - Work in collaboration with the CEO to write the annual development plan with fundraising strategies, programs and events.
 - Implement and track progress toward goals and meet goals attached to components of the plan including: annual appeals, major gifts, corporation and foundation support, planned giving, special events and new programs.
 - Research and propose new and innovative fundraising techniques and programs with a goal to increase annual revenue and long-term sustainability of the Foundation.
2. Lead Donor Cultivation Activities:
 - Work closely with the CEO, and members of the Board of Directors to cultivate donors and develop new and existing donor relationships.
 - Identify and nurture new major donor opportunities in partnership with CEO.
 - Maintain donor stewardship and donor recognition program.
 - Oversee and optimize all giving streams (digital, mail, phone, etc.).
3. Lead Foundation and Community-based Event Management Activities:
 - Serve as the primary contact and coach for LAM Foundation advocates across the country related to community-based fundraisers. Cultivate new community fundraisers and challenge grant programs.
 - Lead all activities related to planning and fundraising for the 25th Anniversary Breath of Hope Gala in Spring 2020; and serve as team member in the management and operations of the International Research Conference & LAMposium.
 - Identify and solicit potential sponsors for the annual LAMposium conference and other Foundation events.
 - Initiate/introduce new collaborative relationships with partners, corporations and foundation to create special events such as the Million Dollar Bike Ride with University of Pennsylvania.
4. Supervise Development and Data Management Coordinator.
5. Database Management and Technology Optimization
 - Oversee Development & Data Coordinator to optimize the organization's Salesforce Software and supporting plug ins.
 - Oversee management of the donor database and gift acknowledgment processes.

The LAM Foundation 4520, Cooper Road, Suite 300, Cincinnati OH 45242

- Report and analyze all development activities with a focus on growth, opportunities, and potential weaknesses.
 - Manage, research and implement new fundraising technologies such as mobile giving, online innovations (i.e., Facebook).
 - Manage Development & Data Coordinator on event webpage creation and event support.
6. Communications, Grant Writing and External Partnerships
- Direct and manage the grant writing process and applications in support of the Foundation's goals.
 - Lead all fundraising-related Foundation publication efforts including design, content, mailing, and reporting.
 - Integrate development activities with communications team for united message to LAM community and donors.
 - Partner with CEO to identify new partnerships and expand existing partnerships with external organizations such as corporations, foundations, advocacy groups and healthcare institutions that will advance the Foundation's mission.
7. Other duties and projects as assigned.

Reports to: Chief Executive Officer

Direct Reports: Development and Database Coordinator

Attributes and Qualifications:

- Bachelor's degree required; Master's degree preferred
- Minimum 5 years of non-profit development experience; significant experience in business development in a healthcare related setting a plus
- Compassion and empathy for individuals and families living with chronic disease; experience with a rare disease organization a plus
- Salesforce software experience required, other CRM platform and plug-in experience preferred
- Demonstrated success raising funds and awareness for health-related causes
- Demonstrated ability to cultivate relationships and develop new partnerships
- Excellent project management skills
- Event planning experience
- Peer to peer fundraising experience
- Self-starter with strong desire to learn
- Outgoing, can-do attitude and an ability to manage multiple tasks
- Excellent writing skills and grant writing experience
- Fluency with Microsoft Office
- Ability to travel 10-15 times per year



Total Rewards

- Excellent base salary commensurate with experience and position
- Health and insurance benefits plus holidays and paid vacation and matching contributions to Simple IRA.

Qualified Applicants please forward resumes to: admin@thelamfoundation.org