

Do
what you
love
love why you
do it

ALSAC/St. Jude Children's Research Hospital Associate Director – Fundraising & Business Development Memphis, TN

ALSAC exists to raise funds and awareness for St. Jude Children's Research Hospital. Our staff is dynamic and diverse. Our skills are different, our professions are varied; but our mission is the same: support the lifesaving mission of St. Jude. It's more than a job; it's a place where you can do what you love, and love why you do it.

- #1 Hospital Charity in the Nation
- #1 Health Non-Profit Brand of the Year
- 95% of Employees Agree ALSAC is a Great Place to Work
- Ranked a Top 10 Non-Profit Organization by Revenue

Job Purpose

- Responsible for managing the development, planning and implementation of all activities in a geographic territory, within the region (West TN, Arkansas, Mississippi).
- Includes special event and general fundraising, media relations, public relations, organization, administration and training.
- Develops and expands both existing and new programs to enhance the total fundraising revenue of the region, including cultivating multicultural-based initiatives.
- **Responsible for managing assigned staff.** Includes interviewing, hiring, monitoring staff progress, coaching, counseling, and writing performance appraisals.

Job Requirements

- Requires thorough knowledge of fundraising and general management methods within non-profit field
- Speak and write in a clear, understandable manner for internal/external relations
- Face-to-face interaction with event volunteers/sponsors
- Understand extremely complex verbal or written instructions
- Understands data processing applications
- *Knowledge ordinarily acquired through Bachelor's Degree and 5 years of fundraising, sales, marketing and/or related experience, including 2 years previous experience through levels of progressive management responsibility i.e. supervision, budgeting, strategic planning, organizational development, cost control, manpower allocation, etc.*
- Possess excellent diplomacy skills.
- Must possess a valid driver's license.
- Travel required throughout the territory.

ALSAC/St. Jude Benefits

Our benefits package, including health, dental and vision insurance, paid time off, tuition reimbursement and commitment to work-life balance, means you can work to help other families while always being there for yours.

How to Apply

Interested candidates should apply on the ALSAC careers site: <https://jobs-alsac.icims.com/jobs/12401/associate-director---reg-5-memphis/job?mode=view&mobile=false&width=787&height=500&bga=true&needsRedirect=false&jan1offset=-360&jun1offset=-300>