



## **Our Team**

At Lone Star Circle of Care (LSCC) we strive for exceptional, equitable patient care that leads to healthier communities. Our people and culture are our foundation, and we understand that to achieve our shared vision we must: prioritize our people; provide exceptional patient care; selectively use automation and technology to improve patient outcomes and experience; and maintain financial stability. If you want meaningful work in a fun environment, LSCC is the place for you.

## **Job Summary**

We are looking for an experienced Director of Development to lead all fundraising efforts for Lone Star Circle of Care (LSCC), including any major gifts program, annual fund, planned giving, special events, and capital campaigns. The Director of Development is specifically responsible for planning, organizing, and directing fundraising activities and events to support LSCC and the Big Pink Bus, a mobile mammography unit. The Director of Development works closely with other LSCC personnel in all development and fundraising endeavors.

The Director of Development reports to the Chief Administrative Officer & General Counsel and frequently works with the VP for Advancement, Senior Grants Specialist, Associate Director of Communications, Program Director for the Big Pink Bus, Finance department, and fundraising committees and stakeholders.

## **Essential Functions of the Role**

- Conceive and direct fundraising activities and events for maximum engagement and return
- Build, support, and manage relationships with prospective and current sponsors, donors, community partners, vendors, participants, volunteers, communities, and committee members
- Facilitate meetings of and serve as the main contact for the advisory committee for the Big Pink Bus
- Create and manage content for all LSCC fundraising digital platforms
- Source spokespersons for videos, media interviews, and in-person presentations
- Serve as the brand representative at corporate and community events
- Identify, cultivate, and solicit prospective LSCC donors and supporters; communicate on a continual basis to establish effective relationships
- Coordinate fundraising special events
- Direct employee fundraising drives
- Assist in the development of new LSCC major gifts programs including identification, cultivation, and solicitation of major donors
- Assist in the development of an LSCC annual fund program, including mailings and fundraising drives
- Assist in the development of new LSCC planned giving programs, capital campaigns, and other major fundraising drives
- Assist other LSCC personnel in grant research, proposal writing, and reporting requirements
- Oversee fundraising databases and tracking systems

- Oversee creation of publications to support fundraising activities
- Maintain gift recognition programs
- Embrace and advance LSCC's mission
- All other duties as assigned and as required

### **Necessary Qualifications**

- Undergraduate degree
- Minimum of five (5) years related experience
- Strong written and verbal communication skills
- Certified Fund Raising Executive (CFRE) certification strongly preferred

### **Key Success Factors**

A successful Director of Development demonstrates diligence, excellent personal relationship building and business judgment, and strategic thinking. They can work both independently and collaboratively as part of a collegial, fast-paced team. They operate with a high level of accuracy while gaining support for opinions and decisions through personal persuasiveness, developed alliances, and artful compromise. They establish and maintain credibility and trust with donors and LSCC employees. They build relationships with partner organizations and vendors.

### **Benefits**

LSCC offers a competitive benefits package, including:

- Competitive salary; 80,000 to 85,000 Salaries are determined by qualifications and relevant.
- Cash incentive of up to 20% of base salary
- Medical, Dental, and Vision insurance;
- LSCC paid Life insurance;
- LSCC paid Short-Term and Long-Term Disability insurance;
- Paid Time Off; and
- 403b Employee Retirement Plan