



## **Regional Director of Development, Mid-Atlantic**

### **Organization Overview**

Team IMPACT's unique multiyear program signs children facing serious illness and disabilities onto college athletic teams across the country. Based on a clinical model, Team IMPACT guides a symbiotic relationship between teams and the children focused on socialization, empowerment, and resilience, ensuring everyone involved has the personalized game plan they need to win, effectively building confidence and independence. Founded in 2011, Team IMPACT has already matched more than 3,000 children with over 750 colleges and universities in all fifty states and has impacted more than 75,000 student-athletes across the country. Founded in Boston, MA in 2011, Team IMPACT is headquartered in Quincy MA and has regional offices in Philadelphia, Los Angeles, Chicago, and Dallas.

### **Position Summary**

Team IMPACT is seeking a dynamic, enthusiastic, and entrepreneurial minded individual to fill the role of Regional Director of Development. The ideal candidate will assist with the organization's continued growth in the Mid-Atlantic region. Reporting to the Regional Executive Director, the Regional Director of Development will focus on expanding the organizational presence while driving new revenue in regional hubs like Washington D.C., Raleigh-Durham, and Philadelphia. The Regional Director of Development will assist the Regional Executive Director in supporting a wide variety of revenue-driving strategies including organizational events, individual giving, and corporate partnerships. Partnering with the Regional Executive Director, the Regional Director of Development will collaborate with the Regional Coordinator, a team of Fundraisers, Marketing, and Operations staff in the National Office. This is a fantastic opportunity for a driven and ambitious professional to play a critical role during a time of extensive national growth as we scale up to create life-changing relationships for kids and their families.

### **Key Responsibilities**

- Reach and exceed ambitious fundraising goals for the Mid-Atlantic region by managing an individual-giving portfolio and supporting relationships with foundations and Mid-Atlantic based corporations.
- Manage and co-lead Team IMPACT's Regional Advisory Boards located in Philadelphia and Washington, D.C.
- Assist with identifying new potential members, setting fundraising and programmatic goals, and developing efficient and effective program direction and outcomes.
- Plan and execute high level cultivation and stewardship events utilizing exceptional communications for donors and prospects in the region.
- Assume responsibility and build out donor bases ranging from \$5,000 - \$50,000 in Mid-Atlantic region.
- Represent Team IMPACT at external events including board meetings, corporate and community partners, donors, current and prospective families events, etc.
- Cultivate and promote Team IMPACT to network supporters from the private-sector, philanthropy, sports, and media industries.



- Assume responsibility for event management, speaking engagements at Team IMPACT and third-party sponsored events, conferences, signing days among other events.
- Manage fundraising targets and build on Team IMPACT's major gift program, corporate partnerships, and signature events.
- Build and manage a robust major gift pipeline utilizing research tools, strategic events, targeted follow-up, and in-person visits.
- Actively participate in Team IMPACT's learning-community of regional leaders and national staff to share best practices, innovations, and a strong unified organizational culture.
- Among other duties as assigned.

#### Qualifications

- Passion for Team IMPACT's mission, a love of sports and a belief in the power of team.
- Five plus (5+) years of fundraising experience.
- Possess a successful track-record in entrepreneurial or high-growth environments.
- Motivated by the opportunity to build and grow ideas, initiatives, and organizations.
- Demonstrated fundraising ability from a variety of sources.
- Display specific expertise in revenue driving events and individual giving highly preferred.
- Highly attuned instincts for authentic donor stewardship.
- Previous experience in non-profit, higher education, collegiate athletics, or business sectors in Washington D.C., Raleigh-Durham, or Philadelphia.
- Superb verbal and written communication skills with the ability to serve as the face of Team IMPACT to diverse external audiences.
- Must be driven, creative, entrepreneurial, ambitious and a magnet for building relationships and resources.
- Possess a commitment to the power of diversity and inclusion in all aspects.

**Benefits:** Team IMPACT offers a competitive salary and benefits package, including medical, dental and vision insurance, 401k w/match and generous paid time off. All positions commensurate with experience and skills. Team IMPACT is headquartered in Quincy Massachusetts. **Team IMPACT was certified as a Great Place to Work in 2021, the global authority on workplace culture.** Come join our amazing team! [Working at Team IMPACT | Great Place to Work®](#)

Team IMPACT is committed to diversity, equity, belonging and inclusion and invites candidates meeting all ethnic backgrounds, including those from underrepresented groups to apply. Recognizing that diverse teams allow us to make better decisions, build a stronger organization, and better serve our communities while we seek to advance Health Equity in cultivating an environment where diverse perspectives and backgrounds are embraced. We welcome a diverse pool of applicants and encourage everyone to bring their authentic selves to this hiring process and to this role at Team IMPACT.



**How to Apply:** Candidates are asked to click [here](#) and submit a resume and cover letter, outlining applicable skills and experience meeting the qualifications for the position in Word or PDF format. Application materials can be addressed to Josh Walker, Regional Executive Director Mid-Atlantic. Applications for this position will be reviewed on a rolling basis.