



Regional Director of Development, Northeast

Organization Overview

Team IMPACT is a national nonprofit that promotes healthy social and emotional development for children living with serious and chronic illnesses, by matching them with college athletic teams. The team provides an extended support network for the children and families using a strengths-based, future-focused perspective. This two-year therapeutic mentoring program provides children with a true sense of belonging and focuses on building confidence and resilience while encouraging healthy behaviors.

To date, Team IMPACT has matched over 3,000 kids on over 750 campuses nationally, and 60,000 student athletes have participated in the program. Founded in Boston, MA in 2011, Team IMPACT has regional offices in Philadelphia, Los Angeles, and Chicago, with plans for additional regions.

Position Summary:

We are seeking a dynamic, enthusiastic, and entrepreneurial Regional Director of Development to lead our continued growth in the Northeast region. Reporting to the Northeast Regional Executive Director, this leader will focus on expanding Team IMPACT's presence and footprint while driving new revenue in Northeast hubs like Boston, New York, Providence, RI, and Greenwich, CT. The ideal candidate will build upon a strong major gift / individual giving program, developing a strong pipeline by identifying and cultivating new major gift prospects and creating strategic corporate partnerships, while leading and executing regional events. This role will partner with the Northeast Regional Executive Director while collaborating with the Regional Director of Programs, Regional Coordinator, Fundraising, Marketing, and Operations staff in our National Office. The person selected for this role will be a steadfast and inspiring leader who plays an extensive role in the organization's national growth creating life-changing relationships for children and families.

Key Responsibilities

The successful Regional Director of Development will achieve the following results.

- Reach and exceed ambitious fundraising goals for the Northeast region by managing a major gifts level portfolio comprised of individuals, foundations, and Northeast based corporations.
- Manage and co-lead the Executive Committee group(s) based in New York and Connecticut.
- Identify new potential members, establish fundraising and programmatic goals to develop a successful strategy.
- Plan and execute high level cultivation and stewardship events while contributing to the development of targeted communications for donors and prospects in the region.
- Build and grow donor bases, specifically the \$10,000 - \$100,000 gift range in Northeast hubs including Boston, New York City, Providence, and Greenwich.
- Represent Team IMPACT externally and cultivate a network of relationships with supporters in the private-sector, philanthropy, sports, and media.
- Actively manage and maintain fundraising targets building on Team IMPACT's major gift program, corporate partnerships, and signature events.



- Develop a robust major gift pipeline by utilizing research tools, strategic event follow-up, and executing qualification visits.
- Actively participate in Team IMPACT's learning-community of regional leaders and national staff to share best practices and innovations, adding to a strong, unified organizational culture.
- Provide expert leadership skills with major and planned giving portfolios, corporate partnerships, and revenue driving events.

Qualifications:

- Five plus (5+) years fundraising experience required.
- Proven entrepreneurial track-record in a high growth environment.
- Possess a passion for Team IMPACT's mission, sports and recognizes the power of teams.
- Must take initiative to build and grow ideas, initiatives, and the organization.
- Possess exceptional fundraising track-record from a variety of sources, specific expertise in managing leadership, major and planned giving portfolios, corporate partnerships and/or revenue driving events highly preferred.
- Exhibit highly attuned instincts for authentic donor stewardship.
- Previous experience working in the Boston and New York nonprofit sectors, higher education, collegiate athletic and business sectors preferred.
- Superb communication skills verbal and written with the ability to IMPACT all audiences.
- Candidates should be motivated, creative, entrepreneurial, and ambitious professionals, with solid relationship building skills.
- Possess comprehension about the influence of sports and teams as a vehicle for mentorship, social-emotional development, confidence, joy, camaraderie, and friendship.
- Display a commitment to diversity, inclusion, and all forms of acceptance.

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 Ryan Irwin, NE Regional Executive Director. Applications for this position will be reviewed on a rolling basis.