

**Scleroderma Research Foundation  
Director of Development**

***The nation's largest non-profit funder of research into scleroderma, a potentially devastating auto-immune disease, seeks a creative and hands-on individual to develop and implement systems and practices to generate increased contributed revenue.***

The [Scleroderma Research Foundation](#)'s (SRF) mission is to find, fund, and facilitate the most promising research that will result in improved therapies - and ultimately a cure - for scleroderma patients. One of the deadliest of all rheumatic disorders, scleroderma is chronic, complex, and often debilitating.

SRF is the nation's leading non-profit institution investing in solutions for scleroderma. It is focused on supporting groundbreaking research and on fostering collaboration among the world's foremost scientists and clinicians to deepen knowledge and understanding of this condition. In addition to the ambitious research it supports, SRF has initiated and funds groundbreaking initiatives such as the patient registry, CONQUER, that will enable sophisticated studies and transform the understanding of scleroderma, and the GRASP registry that will increase understanding of why African Americans have a higher incidence and prevalence of scleroderma.

Since its inception in 1987, SRF has raised more than \$47M and gained recognition as a leader and catalyst for innovation and excellence. Headquartered in San Francisco's Financial District, the organization is at an inflection point for increased growth. Under a new Executive Director, a key initiative will be to diversify funding opportunities and build out the Development and Communications departments.

SRF raises funds primarily through individuals and corporations. [Cool Comedy Hot Cuisine](#), its semi-annual signature fundraising event held in New York, Los Angeles and San Francisco and hosted by board members actor/comedian Bob Saget and chef/restaurateur Susan Feniger, has raised more than \$21M to support scleroderma research and has increased awareness about the disease and SRF's mission and impact.

The Development Director will work closely with the ED and the Board of Directors to identify strategies for growing contributed revenue through major donors, planned-giving, corporations, and community outreach. In addition, the Director will be integral to building the infrastructure for a fully-staffed development department, including improving systems for identifying, cultivating, soliciting and stewarding current and potential donors.

**BASIC FUNCTION**

The Development Director will be a generalist who combines best development practices with a start-up mentality to design and implement scalable fundraising systems and programs. Among other responsibilities, the Director will hire and supervise an Events Manager to support major events such as *Cool Comedy Hot Cuisine*.

The Development Director will develop processes and approaches so that every fundraising activity follows consistent practices for cultivating, tracking, stewarding, soliciting, and recognizing donors. The Director will ensure campaigns and messaging are aligned with Marketing/Communications and with overall SRF institutional goals.

Initially, the focus for the Director of Development will be to:

- Assess the state of fundraising efforts and donor recognition and develop and implement plans to address donor needs.

- Gain a thorough understanding of SRF - its history, culture, vision, programs, constituencies, and sources of financial support.
- Work with the Executive Director and board members to create a focused development strategy and plan to generate revenue growth.

On an ongoing basis, the Director of Development will be responsible for the following:

- Oversee and manage all aspects of individual and major donor relations, corporate giving, community fundraising, and special events.
- Manage and personally engage in solicitation and stewardship activities in collaboration with the ED and board members; provide training and support to board members.
- Identify individual donors and institutional sponsors whose interests may align to SRF; identify planned giving opportunities.
- Recruit, build and manage a team whose skills and experiences will contribute to achieving departmental goals.

### **IDEAL EXPERIENCE AND QUALIFICATIONS**

The Director of Development should have enthusiasm for working in a nimble, collaborative environment with the desire to grow and build the organization. Additionally:

- 5+ years of experience developing and executing fundraising strategies or programs.
- Broad-based knowledge of development activities that may include annual campaigns, major donor relations, planned-giving, grantsmanship, event planning and management, direct solicitations.
- Strong understanding of fundraising and management systems such as Raiser's Edge, and ability to analyze donor data.
- Collaborative and team-oriented; demonstrated skills in coordinating and supporting the fundraising activities of staff, board and volunteers.
- A good listener and strategist; comfortable receiving input from many sources; able to analyze and distill disparate information to formulate a sound, well-organized plan.
- Exceptional organization skills; one who can manage and facilitate competing priorities; excellent follow-through and attention to detail.
- An energetic, creative and resourceful individual with a positive attitude; a driven problem solver, and strategic thinker.
- An interest in health-related issues; mission-driven.
- Outstanding verbal and written communication skills; a confident public speaker and presenter; the ability to work effectively with individuals from diverse backgrounds.

For more information please contact:

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