

Director of Development – Feist-Weiller Cancer Center

Job Summary: The Development Director manages the day-to-day fundraising efforts and event management for the Feist-Weiller Cancer Center (FWCC). This position will be responsible for the planning, development, and execution of fundraising strategies and prospect development, cultivation, and solicitation. The Development Director will successfully manage a portfolio of annual fund prospects. This position reports to the LSU Health Sciences Foundation President with a strong dotted-line relationship to the FWCC Director.

Specific Responsibilities:

- Assist the FWCC Director and FWCC leadership with the creation of strategic advancement initiatives and priorities
- Partner with the FWCC Director, leadership and faculty to identify fundraising opportunities within strategic initiatives and priorities
- Manage the FWCC Director's and other FWCC faculty's development activities
- Establish an on-going presence with FWCC faculty, house officers, and patients
- Identify, cultivate, solicit, and steward contributions from individuals/grateful patients, corporations, and foundations through personal calls and visits
- Manage a portfolio of 50 annual fund gift prospects (\$1,000+)
- Identify and submit applications for external grant funding
- Establish a strategic plan for annual giving to FWCC and insure that the plan aligns with overall FWCC and institutional fundraising goals. Programs will be directed toward identification of new donors, engagement of lapsed donors, and retention and upgrade of current donors
- Serve as a primary member of the Foundation development team and strategic partner with assigned major gifts officer
- Direct prospect research requests and provide information on donor prospects to FWCC Director, assigned major gift officer, and other interested parties
- Manage portfolio of in-house and third-party fundraising events with goal of maximizing net profitability and sustainability
- Develop strategic direction, budgeting, planning, and marketing of the event portfolio
- Coordinate event volunteer recruitment and management

- Manage portfolio of event sponsors including individuals, corporations, and foundations
- Partner with FWCC marketing coordinator on generation of marketing materials, including donor focused newsletters, social media content, donor stewardship collateral, and event marketing
- Develop meaningful stewardship activities within FWCC
- Coordinate and staff the FWCC Advisory Council

Minimum Qualifications:

- Bachelor's Degree
- Experience in development/fundraising or equivalent
- Exceptional written and verbal communication skills
- Strong interpersonal skills, high level of maturity in social and professional settings
- Demonstrated record of completing assignments and meeting fundraising goals
- Ability to work independently in a deadline-oriented, team-based environment
- Ability to work collaboratively across multiple teams

Interested candidates may send resumes to:

Kevin Flood
President and CEO
LSU Health Sciences Foundation
Shreveport, LA
kflood@lsuhsfoundation.org