



DIRECTOR OF DEVELOPMENT

POSITION GUIDE

ABOUT THE DERMATOLOGY FOUNDATION

Established over 50 years ago by a group of visionary dermatologists who viewed ongoing research as the keystone of the specialty’s future, the Dermatology Foundation is dedicated to fostering the careers of talented young investigators who have the potential to shape the future through their laboratory or clinical research and their



teaching expertise. Today, the Foundation is the leading private funding source for skin disease research and career development of physicians and scientists in dermatology. Through their generosity, and countless hours of volunteer time, \$2.6 million is now allocated annually to fund research. With the Foundation’s support, talented physicians and scientists go on to uncover new knowledge in all areas of the specialty. Their innovative, ground-breaking research benefits all dermatologists. It is what strengthens the specialty, and leads to new concepts about skin disease and cutting edge treatments.

THE POSITION

The Dermatology Foundation (DF) is seeking an exceptional Director of Development to direct its fundraising programs. The Director of Development will work closely with the Executive Director to develop new fundraising opportunities, establish annual goals and develop and implement effective strategies to achieve desired results.

The successful candidate will cultivate relationships with individual donors and oversee the annual giving campaigns to maintain and expand the DF’s strong national membership base. S/he will manage and motivate a national network of volunteers while facilitating Board and committee fundraising activities. The Director of Development will be highly professional and a positive, open, and collaborative leader who will build upon the existing base of annual support from members and corporate partners, while creating a major and planned giving program to grow philanthropic revenues and increase the funding of research that supports the profession. S/he will also play a significant role in national events and meetings.

Candidates must have a minimum of five to seven years of progressive development experience with a successful track record in individual fundraising, including annual campaigns. Major gifts and deferred giving experience are preferred. The selected candidate will be: self-directed, proactive, a strategic thinker, goal-oriented, have a strong professional presence, fundraising expertise, and excellent relationship-building skills. Strong management skills, creativity, and a positive and persuasive writing style are necessary to meet the requirements of this position. Candidates must also have

Mission

To provide research support that helps develop and retain tomorrow's teachers and researchers in dermatology, enabling advancements in patient care.

Key Info

\$9 million budget

8 Staff

2,700 Members

Visit the Dermatology Foundation



a willingness to meet the high standards of the organization and work as a team member in support of the work of the Foundation. A bachelor's degree is required; an advanced degree is preferred.

RESPONSIBILITIES

- Develop and implement a comprehensive development plan that will grow annual giving, major gifts, planned giving, corporate support, and foundation grants.
- Provide effective stewardship.
- Identify, qualify, and research new donor prospects.
- Develop and maintain all recognition programs.
- Identify and build strategic approaches to emerging funding opportunities.
- Develop and maintain positive working relationships with the executive team, staff, board, volunteers, donors, and other stakeholders.
- Provide staff support to the Board of Directors, Executive Committee, Annenberg Circle Committee, and Leaders Society Committee.
- Prepare proposals, reports and collateral materials for volunteers and the Executive Director.
- Staff all cultivation and stewardship events/meetings.
- Create persuasive annual giving communications.
- Manage the development budget.
- Advocate and advance best practices in fundraising on behalf of the Foundation.
- Travel as needed and attend evening and weekend events.



MAJOR OBJECTIVES

Within the first 12 to 18 months, the Director of Development will achieve the following major objectives:

- Quickly establish trust and confidence with the executive team, staff, Board members and volunteers.
- Implement new planned and major gifts program.
- Create a strategic fundraising plan to expand membership of early-career dermatologists and achieve long-term, sustainable growth.
- Continue to build and engage a strong national campaign network of volunteer dermatologists.

QUALIFICATIONS

The ideal candidate will possess most of the following qualifications:

- A minimum of five to seven years of progressively responsible fundraising experience with strong generalist knowledge as well as the proven ability to cultivate new members and solicit major gifts.
- Experience working with high-level volunteers, donors, and colleagues on collaborative activities.
- Strong interpersonal skills and confidence working with all constituents.

- One to two years strong management experience preferred. Previous experience with a membership organization is a plus.
- The ability to set and implement strategic direction for a complex development program, monitor results and ensure they comply with organizational goals.
- Prior experience guiding and supporting board development committees and their fundraising efforts.
- Project management experience, with the ability to manage a wide variety of tasks and deadlines.
- A creative strategic thinker.
- A team player that values honesty, integrity, and transparency.
- Proven ability to cultivate and expand annual giving and major gifts donor base.
- Excellent communication skills: well spoken, positive, persuasive, and creative writing style, and the ability to articulate complex messages to a varied constituency.
- Strong technology skills including Microsoft Office Suite. Experience managing and utilizing fundraising database software to support development efforts.
- Detail-oriented with a strong focus on quality and accuracy.
- A passion for the mission and goals of the Dermatology Foundation.
- Ability to travel and work some evenings and weekends for events and meetings.
- A bachelor's degree; an advanced degree would be preferred.

APPLICATION

The Dermatology Foundation has retained Campbell & Company to conduct this search. The team for this project includes: Kris McFeely, Senior Consultant and Daniel Fissinger, Consultant. To be considered for this opportunity, please send a letter of interest and resume to:

Daniel Fissinger

Consultant, Executive Search

djf@campbellcompany.com

(312) 506-0062 direct



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The Dermatology Foundation is an equal opportunity employer.