



## **ACHA Regional Development Leader: Midwest**

The Adult Congenital Heart Association (ACHA) is a rapidly growing national patient advocacy organization that engages patients, caregivers, family members, healthcare providers, elected officials and other key constituents in activities to improve and extend the lives of the millions born with heart defects through education, advocacy and research.

ACHA seeks a highly organized, experienced, and passionate Regional Development Leader (RDL) who will develop and lead fundraising, awareness and outreach, and patient education initiatives within the Midwest region. Based in or within an hour of either Omaha, NE or Iowa City, IA, the RDL will oversee activities in Nebraska, Kansas, Oklahoma, Iowa and Missouri. This position will implement ACHA's strategic vision in their assigned markets and will cultivate meaningful relationships with local funders, corporate partners, donors, patients, providers, and advocates. This is an excellent opportunity to invest your skills in a highly-respected organization, and help ACHA address the unmet needs of those living with this country's most common birth defect. To learn more about our work visit [www.achaheart.org](http://www.achaheart.org).

### **POSITION SUMMARY**

Reporting to the Senior Development Manager, the Midwest Regional Development Leader will be a member of the Development Department and be responsible for revenue growth, awareness, and mission delivery in their market. The position will lead, but work closely with national ACHA staff, regional healthcare providers, and cultivated volunteers, to develop, plan, and implement related initiatives.

### **POSITION RESPONSIBILITIES**

1. Increase ACHA fundraising through individual giving, fundraising events (Walk for 1 in 100, fundraising receptions, ACHA Your Way, and/or volunteer fundraising events), event sponsorships, and grants. Identify and develop local fundraising strategies in conjunction with the national development department.
  - a. Conduct prospecting, cultivation, and stewardship of regional constituents to increase individual giving. Support ACHA's Senior Development Manager in annual appeal campaigns as needed and identify potential donors at ACHA events and while in the community.
  - b. Lead the existing ACHA Walk for 1 in 100 in Omaha event planning and volunteer committee recruitment and management. Cultivate relationships with sponsors, team captains, volunteers, and participants to grow the event annually.
  - c. Identify new markets within the region to establish future ACHA Walk for 1 in 100 events.
  - d. Evaluate opportunities to establish ACHA fundraising receptions and/or other new events in the region.
  - e. Research and apply for local grant funding and corporate partnership opportunities.
  
2. Increase community outreach and general awareness of congenital heart disease (CHD) and ACHA throughout the region to increase ACHA constituent base (members, donors, volunteers, etc.).
  - a. Promote ACHA's goals and objectives to develop grassroots support within the community by, acting as a spokesperson for the organization at community events, establishing a relationship with the region's adult congenital heart disease (ACHD) medical programs, Patient and Family Advisory Boards (PFABs) associated with the region's hospitals, and pediatric CHD transition programs, and establishing contacts with general medical practitioners in the region.



- b. Identify opportunities for cross-branding and cross-marketing with the region's adult congenital heart disease (ACHD) medical program(s), other CHD nonprofit groups, other health organizations, etc.
  - c. Recruit, cultivate, evaluate and acknowledge a growing corps of volunteers throughout the region to serve as ambassadors of the organization and activists for our priority initiatives.
  - d. Collaborate with the ACHA Patient & Family Advisory Board regional representative(s) and local members of the ACHA Board of Directors (BOD) and Medical Advisory Board (MAB) to plan and lead regional initiatives.
  - e. Establish ties with local media to broaden awareness.
3. Increase active ACHA membership, donors, and volunteers in the region.
- a. Survey the region's CHD community to understand unmet needs of patients.
  - b. Form and facilitate patient opportunities that provide appropriate healthcare information, emotional support, and/or networking opportunities.
  - c. Serve as local liaison to assist national program staff within various program activities and events, such as regional patient conference, legislative advocacy outreach, lifelong care speaking engagements, etc.

#### KNOWLEDGE, SKILLS, AND ABILITIES REQUIRED TO PERFORM WORK

- A minimum of a BA/BS required, MA/MS is preferred
- A minimum of 3-5 years of experience in fundraising, marketing, community outreach or volunteer development in the nonprofit industry, preferably in the health field
- An outgoing personality with a demonstrated ability to form and manage productive relationships is required
- Ability to be self-starting, self-sufficient and independently focused, with minimal supervision
- Proven computer competency, with strong hands-on capability in the Microsoft Office Suite, as well as experience in contact management databases, such as Raiser's Edge preferred
- Must be able to travel outside of home market (Omaha or Iowa City) 35% of the time, must use personal vehicle for local travel (all business travel, including mileage with a personal car, is reimbursable)
- Knowledge of congenital heart disease, cardiology, and/or a related health area preferred

#### COMPENSATION

The salary for this position is competitive and commensurate with experience. ACHA offers a generous benefits package including health, dental, vision, life and disability plans as well as retirement and paid time off.

#### ANTI-DISCRIMINATION POLICY

ACHA does not discriminate based on ethnicity, race, gender or sexual orientation and encourages all qualified individuals to apply.

#### TO APPLY:

Interested candidates must email formal letter of interest, resume and salary requirements as attached PDF or Word documents to [hr@achaheart.org](mailto:hr@achaheart.org) with "Midwest Regional Development Leader" in the subject line. No phone inquiries or mailed applications, please.