



Regional Development Specialist: Midwest

The Adult Congenital Heart Association (ACHA) seeks a highly organized and driven Regional Development Specialist who will develop and lead fundraising, awareness, outreach, and patient education initiatives within the Midwest region. **This is a Work from Home position that will oversee activities in Nebraska, Iowa, Missouri, Kansas and Oklahoma, and must be based in or near Omaha, Lincoln, Iowa City or Kansas City.**

If you are passionate about community building and patient advocacy, and are a self-starter with great people skills, this is the perfect job opportunity for you! The Regional Development Specialist works with patients, cardiologists and heart specialists across the region to develop social and educational opportunities highlighting the latest in congenital heart disease treatment, technology, advocacy and research. No prior education in cardiology is required and you will be fully mentored and supported.

ACHA is a national patient advocacy organization that empowers the congenital heart disease (CHD) community—patients, family members, healthcare providers, elected officials, etc.—by advancing access to resources and specialized care that improve patient-centered outcomes for the nearly 2 million adults living with CHD in the United States. To learn more about our work visit www.achaheart.org.

POSITION SUMMARY

Reporting to the Senior Development Manager, the Midwest Regional Development Specialist 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, grants and fundraising events (Walk for 1 in 100, fundraising receptions, ACHA Your Way and volunteer fundraising events).
 - a. Conduct prospecting, cultivation and stewardship of regional constituents.
 - b. Lead the ACHA Walk for 1 in 100 in Omaha and Iowa City event planning and volunteer committee recruitment and management. Cultivate relationships with sponsors, team captains, volunteers and participants to grow the events annually.
 - c. Identify and develop local fundraising strategies in conjunction with the national development department and establish additional fundraising opportunities in the region.
 - d. Support ACHA's Senior Development Manager in annual appeal campaigns as needed and identify potential donors at ACHA events and while in the community.
 - e. Research and apply for local grant funding and corporate partnership opportunities.
2. Increase community outreach and general awareness of CHD and ACHA throughout the region to increase ACHA constituent base (members, donors, volunteers, etc.).
 - a. Promote ACHA's goals and objectives to develop 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 ACHD medical program(s), other CHD nonprofit groups and other relative health organizations.
 - c. 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.
3. Increase active ACHA members and volunteers in the region through patient outreach and education.
- 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. 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. Serve as local liaison to assist national program staff within various program activities and events, such as regional patient conferences, legislative advocacy outreach and lifelong care speaking engagements.

KNOWLEDGE, SKILLS, AND ABILITIES REQUIRED TO PERFORM WORK

- A minimum of a BA/BS required
- A minimum of 1-3 years of experience in fundraising, marketing, community outreach, public health or volunteer development preferred
- An outgoing personality with a demonstrated ability to form and manage productive relationships
- 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 regionally 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 with "Regional Development Specialist: Midwest" in the subject line. No phone inquiries or mailed applications, please.