

RMHC Development Manager, Major Donors

Job Description

Ronald McDonald House Charities creates, finds and supports programs that directly improve the health and wellbeing of children. For more than 41 years, Ronald McDonald House Charities (RMHC, Inc.) has been working to improve the health and wellbeing of children—touching nearly 6 million children and their families worldwide every year. We strive to be part of the solution to issues families facing today. Families are challenged with how to stay near and support a hospitalized child, how to afford staying together in another city while a child is undergoing treatment, or even how to get basic medical and dental care in underserved communities. We use our resources to help families gain access to health care services during critical points in their children's lives.

As partners in enabling family-centered care, RMHC® strives to be a catalyst bringing people together to find solutions and provide programs that strengthen families during difficult times. With a network of RMHC Chapters in 63 countries and regions around the world, we help children and their families through three core programs including Ronald McDonald Houses, Ronald McDonald Family Rooms and Ronald McDonald Care Mobiles, as well as grants to other nonprofit organizations and other programs and services.

Position Overview

The Development Manager for Major Donors will be responsible for cultivating and stewarding major donor relationships including corporate, foundation and high-net worth individuals. This includes a portfolio of suppliers' corporate, foundation and officer gifts as well as managing other major donor and planned gifts. This position will help manage the major donor strategy for the annual fund campaign. The successful candidate will have experience in creating and maintaining major donor corporate, foundation and individual portfolios and experience in annual fundraising campaigns.

This position is based in Oak Brook, Illinois and reports to the Senior Director of Development.

The role will include up to 30% travel, primarily domestic.

Responsibilities

Principal Accountabilities

Principal responsibilities include, but are not limited to, the following:

- Grow and manage the portfolio of targeted major donor corporate, foundation and individual donor and planned gifts:
 - Solicitation and cultivation of priority relationships
 - Pipeline management
 - Stewardship plans

- Coordinate the Annual Fund strategy for major donors and planned gifts including communications and stewardship with the Marketing team
- Coordinate with the Donor Processing Coordinator the proper database coding and processing for gift tracking and reporting
- Remain up-to-date on all tax law pertaining to charitable giving
- Provide fundraising counsel and strategic direction to local Chapters, staff and board members as necessary
- Coordinate webinars or workshops for RMHC development team

Strategy & Leadership

- Implement a major and planned gifts strategy that includes prospect identification, cultivation, stewardship and solicitation for major and legacy gifts
- Develop goals for and manage Annual Giving Campaign for major donors and planned gifts

Process Management

- Plan, schedule and manage competing and concurrent priorities
- Manage day-to-day activities with Development department ensuring adherence to standards, timelines, budgets, effectiveness and collaboration
- Adapt to changing demands and prioritize according to urgency and importance

People/Relationship Management

RMHC is a highly collaborative, team-oriented environment. This position will engage with numerous internal and external stakeholders, including:

- McDonald's Officers
- Suppliers of the McDonald's system and their Officers
- RMHC Chapters
- RMHC Marketing and Communications team

Minimum Requirements

Skills & Competencies

The successful candidate will possess the following experience and competencies:

- Bachelor's degree or advanced degree in marketing, fundraising or related field
- 8+ years of experience in raising major gifts from individuals, corporations or foundations
- Supervisory experience required
- Experience and fluency with planned giving
- Experience in cultivating and expanding donor relationships over time
- Demonstrated success in leading development campaigns from creation to completion
- Experience with database tools required; experience in Raiser's Edge, Planned Giving and gift illustration preferred

- Working knowledge of tax laws pertaining to charitable giving
- Exceptional verbal and written communication skills
- Energy and passion for the RMHC mission
- Experience working with a National or Global non-profit organization preferred