

Senior Director of Development

Who we are:

Physicians for Reproductive Health (PRH), a network of doctors across the country, works to improve access to comprehensive reproductive health care. We do this by mobilizing and educating clinicians, speaking with the media, and advocating with our policymakers to achieve a vision of person-centered health care that is safe, supported, and accessible. The current social and political climate requires that PRH remains steadfast in confronting attacks on access to reproductive health care and related progressive issues, yet nimble and creative in responding to those assaults.

- We bring the physician's distinctive voice to discussions about and debates over reproductive health care, ensuring that the people we serve are centered and prioritized.
- We provide leadership and tools so that physicians can speak up and take action to advocate for the communities they care for.
- We use scientific expertise, medical evidence and lived experience to influence legislation, medical practice, and public opinion.
- We advocate for comprehensive reproductive health as a core part of all medical curricula.
- We train doctors to educate their colleagues and other health professionals on best practices in reproductive and sexual health care.
- We offer the strength of our network to physicians all over the world.
- We work to ensure that equity and justice is the foundation of our work, including a commitment to racial justice and it is applied to organizational operations, including internal processes and infrastructure.
- We maintain a workplace culture that attracts, retains, and motivates a diverse staff, deepening and strengthening a culture of inclusion and equity within the team and across the entire organization.

To learn more about PRH, please visit us on the web at prh.org.

How you'll contribute:

The Senior Director of Development is responsible for developing, diversifying and implementing the strategic fundraising direction of the organization to increase financial support in line with the organization's overall strategy and goals. The Senior Director will manage and partner with a number of key stakeholders, including the President & CEO, the Development staff, various Development consultants, volunteer fundraisers, and the Board of Directors to steward all aspects of PRH's development program. The Senior Director will be responsible for the Annual Fund and other fundraising campaigns, planned giving, individual and institutional support, and fundraising events. The position involves serving on PRH's leadership team along with departmental administration, planning, budgeting, forecasting, and evaluation of all fundraising strategies and campaigns.

The Senior Director will report to the President & CEO and will supervise a three-person Development team. The position also serves as the staff liaison to the Board of Directors' Fund Development Committee.

Development Planning and Implementation:

- Develop fundraising plans and growth strategies to meet the organization's overall resource needs; in FY2024 PRH's fundraising goal is \$5,000,000.
- Oversee Development staff and consultants in executing fundraising efforts including foundation fundraising, annual Voices of Courage Benefit, major donor outreach, Annual Fund solicitation, and Board of Directors.
- Collaborate with key departmental partners to broaden supporter engagement.

Foundations:

- Oversee and develop a strategy for fundraising from institutional funders, including expanding the portfolio of foundations outside of traditional reproductive health funders.
- Manage high-level foundation relationships and support the Assistant Director of Institutional Giving in managing relationships with all foundation funders.

Individual Giving:

- Develop and execute a Major Gifts outreach strategy, including expanding and enhancing the strategy for the President's Council major giving program.
- Manage a portfolio of major donors including cultivation, solicitation, and stewardship throughout the year.
- With the Assistant Director of Development, ensure the development of creative and effective appeals (direct mail, acquisition, and e-appeals), events, and stewardship of individual donors.
- Support the President & CEO and the Board of Directors with major donor outreach.

Events:

- Oversee strategy for all the organization's fundraising events, including annual Voices of Courage Benefits, President's Council Events, and salon events.
- Recruit and work closely with Voices of Courage Benefit Co-Chairs to engage high-net-worth individuals (Benefit Committee members, celebrities, and other guests).
- Oversee Development Coordinator in planning for all the logistics of the organization's fundraising events.

Board Engagement:

- Work with the Board of Directors to develop a culture of philanthropy within the Board of Directors to support the organization's development efforts;
- Update and inform the Board of Directors on development plans and campaign results;
- Work closely with the Board's Fund Development Committee to encourage member giving and outreach to potential donors.

Organizational Leadership and Departmental Oversight:

- Serve on PRH's strategic leadership team to drive the organizational strategy and ensure all fundraising efforts are in alignment with organizational goals.
- Supervise, inspire, mentor, and guide the Development staff instilling in others a commitment to PRH's mission, vision and values.
- Collaborate with program and policy staff to identify new opportunities for fundraising;
 - Work closely with staff across divisions to understand priorities for program outcomes and activities, and develop and execute funding strategies to support them.

- Support and prepare program staff to meet with individual and institutional donors to discuss programs and activities.
- Champion transparent systems for staff across the organization to understand the status of program funding organizational strategies for financial sustainability.
- Create, monitor, and evaluate departmental plans, budgets, revenue projections, and supervise the generation of reports.
- Engage in other tasks as determined by the President & CEO

What you'll bring

- Minimum of 10 years senior leadership in development and fundraising with at least five years of experience for organizations with budgets in excess of \$3 million or at least three years at the senior and/or management level preferred.
- Demonstrated experience having expanded and developed fundraising strategy, with a deep knowledge of the reproductive health, rights, and justice funding landscape. Experience in leading fundraising efforts with individuals, major donors, foundations, and corporations, with deep expertise in at least two areas.
- Excellence in donor relationship management, with the ability to cultivate trust with diverse and high-value donors to help bring their philanthropic goals in line with organizational needs. Ability to build lasting relationships and drive substantial support and commitment from key stakeholders.
- Ability to plan, launch and manage innovative fundraising plans and strategies, leveraging staff, board, and or volunteers to execute and achieve fundraising objectives.
- Strong organizational and managerial skills, with the ability to forecast and track revenue to support organizational stability.

What you'll experience:

PRH's model for organizational operations, including internal processes and infrastructure are deeply grounded in equity, including a focus on racial and gender justice. We maintain a workplace culture that attracts, retains, and motivates a diverse staff, deepening and strengthening a culture of equity and inclusion within the team and across the organization.

PRH offers a remote working environment with a flexible 35-hour work week. Additionally, PRH offers medical (including sponsored dependent and family plans) dental and vision insurance, generous vacation, sick, and holiday policies, 401k retirement plan with company matching contributions up to 3%, and parental leave benefits.

The salary range for this position is \$110,000 - \$150,000. New hires will typically have a starting salary somewhere in the lower 50% of the range, depending on experience.

To Apply:

To apply, please email your CV and cover letter to recruiting@prh.org. Applications are reviewed until the position is filled. Please indicate Senior Director of Development in the subject line. No phone calls, please. HR will only contact successful candidates. Applications are reviewed until the position is filled.

Physicians for Reproductive Health is an equal opportunity employer, committed to attracting, developing, and retaining exceptional people. We welcome and safeguard applicants and employees from discrimination for all positions on the full spectrum of education, experience, age, race, creed, color, national origin, pregnancy, sexual orientation, gender identity, religion, disability, gender expression, ancestry, marital status, parental status, veteran status or other military status, citizenship status, genetic carrier status, genetic information, or other non-merit based factors and characteristic protected by federal, state, or local law.