



NORTH TEXAS AREA DIRECTOR

DESCRIPTION

The North Texas Area Director serves as the area leader for the DFW metroplex region of Heroes for Children. S/He provides overall management, planning, execution and growth of a diversified revenue and fundraising portfolio, including donor stewardship, finance and budget management.

The North Texas Area Director is responsible for positioning Heroes for Children as a leader in pediatric cancer support services and establishing effective revenue-generating partnerships and collaborations with corporations, foundations, community/corporate leaders, individual supporters, and other community organizations/nonprofits/hospitals.

The North Texas Area Director will manage and grow HFC's corporate, individual and foundation portfolio of donors, sponsors and volunteers. In addition, the candidate will manage significant fundraising events within the region, and work alongside the Executive Director to recruit and foster relationships with board members within the North Texas region. This position requires efficient writing, relationship-building, reporting and collaboration across areas to secure financial support for Heroes for Children's activities and to insure the continued success of the North Texas area.

Area Revenue Target: \$750,000 - \$1 million

Responsibilities include:

- Understand key stakeholder priorities to determine appropriate partners and alliances to significantly advance Heroes for Children's mission.
- Manage staff team and work in a collaborative manner with colleagues in other areas toward organizational goals.
- Set high fundraising goals for personal and team accomplishments; tenaciously work to meet or exceed goals while seeking continuous improvement.



- Develop strategies to increase area revenue.
- Prepare, submit and manage proposals to individuals, corporations and foundations.
- Perform comprehensive prospect research to evaluate prospects for individual, corporate and foundation giving.
- Create and execute a donor cultivation and stewardship calendar including interaction with key program staff and volunteer leaders.
- Manage staff to maintain current records for donations tracking and reporting.

REQUIREMENTS

- Bachelor's Degree in a related field.
- 5+ years of professional development/fundraising experience, including donor relations and stewardship.
- Established success in corporate, foundation, individual and community partnerships.
- Positive attitude and demeanor.
- Ability to manage and motivate groups and individuals.
- Excellent oral and written communication, presentation and interpersonal skills.
- Strong market, community and constituent perspective.
- Strong project management, planning, and organization skills.
- Ability to set and meet clear expectations and deadlines.
- Experience with income and expense procedures and reporting and analysis.
- Proficiency in using the Microsoft Office suite of applications.
- Ability to travel within the assigned state and communities; and to work morning, evenings and weekends as necessary.
- Ability to lift and carry up to 25 lbs. in weight.

To apply, please send resume and cover letter, with salary requirements, to careers@heroesforchildren.org.