



Senior Director of Strategic Partnerships Job Summary

The Organization

Atlanta Ronald McDonald House Charities (Atlanta RMHC) *ensures Families have access to care throughout their child's healthcare journey* through its two Ronald McDonald Houses, the Ronald McDonald Family Room, and the Ronald McDonald Care Mobile. Atlanta RMHC has grown significantly in recent years, and is continuing to grow with a new House on the horizon that will increase our capacity from 81 to approximately 140 family-friendly guest rooms. In addition, Atlanta RMHC also has a Ronald McDonald Family Room program and a Ronald McDonald Care Mobile program.

ARMHC has a nurturing and supportive culture defined through our Values – Hospitality, Excellence, Affirmation, Respect and Teamwork and shows in our caring relationships with the families we serve, and among staff and volunteers. Atlanta RMHC is part of a global network of Ronald McDonald Houses Charities. Each Chapter is owned and operated locally and is well-regarded within the global network. Ronald McDonald House Charities ranks in the Top 3 most loved not for profits according to **Morning Consult**. Atlanta RMHC has earned the highest 4-Star ranking from Charity Navigator and the Candid Platinum Seal.

The Opportunity

The Senior Director of Strategic Partnerships is responsible for the overall success of the Charity's corporate, foundation, civic and special events fundraising with a long-range goal of increasing the organization's visibility and generating sustainable annual income for the organization. The Senior Director of Strategic Partnerships is responsible for supervising Director of Special Events and the Corporate and Foundation Relations Manager. Key responsibilities include: prospect research, identification, cultivation, solicitation and stewardship; ensuring appropriate donor recognition. Additionally, the Senior Director of Strategic Partnerships works with the President & CEO, Senior Director of Major Gifts and Planned Giving, Capital Campaign Committee and campaign consultants to plan and execute the Capital Campaign. This position requires flexibility, excellent written and verbal communication skills, attention to detail, high energy and a passion for ARMHC and its mission.

Position Requirements

Bachelor's Degree in nonprofit management or related field such as communications, public relations, marketing or business and a minimum of 10 years of proven experience within the nonprofit sector in the areas of fundraising and development.

- Demonstrated track record of measurable success in securing gifts.
- Extensive knowledge of fundraising approaches and the highest level of interpersonal skills.

- Skills in relationship building, business development, communications, prioritizing, influencing, self-motivation, and possessing temperament to work with all organizational levels.
- Excellent written and verbal communication skills, polished presentation skills, problem solving skills, organizational skills and time management skills.
- Ability to think strategically, work under pressure and meet multiple deadlines.

Key Position Responsibilities

- Create and implement a comprehensive strategic plan to meet fundraising goals for corporate, foundations, civic and special events.
- Achieves annual and long-term fundraising goals increasing the number of corporate, civic, and foundation partners.
- Manage annual plans in an organized, effective, innovative and cost-effective manner.
- Provides leadership and models professional fundraising excellence to the Corporate and Foundation Relations Manager and Director of Special Events and ensure all fundraising goals are met.
- Create and implement strategies to identify, cultivate and acquire new donors.
- Initiate contact and secure face-to-face cultivation and solicitation meetings with donors and prospects.
- Ensure execution of special events, including but not limited to the Atlanta Ronald McDonald House Golf Classic, Wine & Fries, Hearts and Hands Gala, Handbag Hullabaloo, and Brookhaven Home Tours, as well as outside fundraising events benefitting ARMHC, as needed.
- Partner with Senior Director of Major Gifts and Planned Giving to achieve overall fundraising goals of the charity and coordinate stewardship and relationship plan for overlapping donors.
- Work with President & CEO, Senior Director of Major Gifts and Planned Giving, Capital Campaign Committee and Campaign consultants in planning and execution of Capital Campaign.

Benefits

- 10 paid Holidays annually
- 8 personal days annually
- Competitive paid vacation schedule
- Employee's health insurance premium is currently paid 100% by the Charity.
- 403(b) plan available. The Charity matches 50% of the employee's contribution (up to a 10% maximum)

To apply

To apply, send a cover letter, resume, and three professional references with contact information (including at least two of your managers or supervisors) to Alicia Hines, Administrative Coordinator, at Alicia.hines@armhc.org.