**Director, Individual Giving**

The Lymphoma Research Foundation (LRF) seeks a dynamic Director of Individual Giving to join its Development Department.

Located in New York City, LRF is the nation’s largest non-profit organization devoted to funding innovative research and serving the lymphoma community through a comprehensive series of education programs, outreach initiatives, and patient services. The Foundation’s mission is to eradicate lymphoma and serve those impacted by the disease.

**About the Foundation**

LRF is dedicated to finding a cure for lymphoma, the most common form of blood cancer, by funding biomedical research and supporting the next generation of lymphoma researchers. With the guidance of the Foundation’s prestigious Scientific Advisory Board (SAB), which is comprised of 45 of the world’s leading lymphoma experts, LRF invests in the research and scientists which have the greatest potential to improve our understanding of lymphomas and lead to improved treatment options for patients. To date, the Foundation has funded more than $67 million in research focused on the origins and treatment of lymphoma.

Through comprehensive disease guides and publications, in-person conferences, and online resources, the Foundation provides education for people with lymphoma, as well as their loved ones and caregivers. A robust suite of LRF patient services provide direct support to people who have received a lymphoma diagnosis. These services include the national Lymphoma Helpline, a Clinical Trials Information Service, Lymphoma Support Network and patient aid grant program. An industry leader in digital communications, the Foundation maintains a strong presence on multiple social media platforms and has won national awards for its innovative use of social media to educate cancer patients. LRF developed a first of its kind mobile app for people with lymphoma which was recognized by Apple as one of the best medical apps in the country. The Foundation also provides continuing medical education programs designed to increase the knowledge, skills and performance of healthcare professionals who treat and care for people with lymphoma.

For more information about LRF please visit www.lymphoma.org.

**About the Opportunity**

LRF seeks a talented and experienced fundraising professional to join as the Director of Individual Giving to lead and elevate its national fundraising program. Reporting to the Chief Philanthropy Officer, the Director is a data-driven professional and integral senior member of the development team who
oversees all aspects of individual giving programming, stewardship of mid-level donors and mass market
donors, as well as annual fund appeals, Raiser’s Edge administration, and development operations. The
position is based the LRF New York City office. Please note that due to the COVID-19 pandemic,
Foundation staff are working remotely; when the office re-opens it is expected that all staff will work in
the office.

Key Responsibilities

- Direct the multi-channel annual giving program (print, e-mail, social media) to solicit and renew
  individual donations and sustaining monthly member donors
- Manage consultants to develop and analyze annual and campaign giving
- Supervise the work of the full-time Development Coordinator
- Oversee the monthly giving program
- Plan and implement strategies to increase 3rd party giving, employee payroll giving, corporate
  matching gifts, etc.
- Plan and implement strategies to increase online giving as part of a cross-functional team
- Work with Communications and Marketing Department colleagues to develop and produce/
  contribute to donor communications, annual report, appeals, and general LRF communications
- Monitor and analyze annual fund donor cultivation, solicitation, and stewardship in conjunction
  with Information Technology Department colleagues
- Develop data-driven stewardship and communication strategies with the objective of increasing
  donor retention
- Review and participate in revising, as necessary, of processes regarding the entry of data into
  the donor database (Raiser’s Edge)
- Participate in gift cultivation and solicitation activity/ planning with Major Gifts colleagues
- Represents LRF to Foundation donors, constituents, and the public
- Effectively communicate individual giving goals and opportunities across the organization,
  providing related strategic guidance to the Foundation’s entire senior leadership team
- Domestic travel required (Approx. 20%)

Qualifications

- Bachelor’s Degree required
- Five or more years of professional fundraising experience, including with membership/annual
  fund programming
- Demonstrated success in individual giving fundraising including developing strategies for
  acquiring, cultivating and stewarding donors
- Strong working knowledge of integrated fundraising programs
- Strong writing, communications and presentation skills, and the ability to be an effective
  spokesperson
- Strong interpersonal skills and the ability to be proactive, extremely organized, efficient and
  manage multiple projects under deadline pressure with great accuracy
- Strong project management skills and experience
• Strong budget management skills and experience
• Professional experience managing colleagues and external consultants
• Knowledge of fundraising best practices and commitment to appropriate compliance and privacy policies
• Proficiency in Raiser’s Edge/RE NXT (or similar donor management database) and Microsoft Office Suite
• Knowledge of the health/ biomedical research philanthropic community valuable

To apply for this position, please email your resume and a cover detailing your interest in the position to apply@lymphoma.org.