REGIONAL DIRECTOR OF PHILANTHROPY, CENTRAL & NORTH LOUISIANA

Mary Bird Perkins Cancer Center is Louisiana’s leading cancer care organization, caring for more patients each year than any other facility in the region. And with strategic hospital and physician partnerships, we are delivering on our mission to improve survivorship and lessen the burden of cancer.

Mary Bird Perkins and its partners work together to provide state-of-the-art treatments and unparalleled collaborative, comprehensive cancer services. This culture of innovation helps attract the best cancer minds in the country, from expert physicians and highly specialized scientists to forward-thinking leaders in supportive care and other disciplines.

Together, with our hospital and physician partners, we are one-hundred percent focused on cancer care.

SCOPE: The Regional Director, Philanthropy is responsible for the successful building, development and implementation of a philanthropic program to raise awareness, grow donor base, secure funds, and support key priorities for Mary Bird Perkins Cancer Center in Central and North Louisiana. This position serves as both a frontline development officer and a relationship connector/builder among organization leaders and high-capacity donors and prospects. The individual must be deeply knowledgeable about the mission and possess an exceptional donor-centric approach, with the ability to understand and communicate complex ideas and concepts effectively. They should have a natural orientation toward problem-solving, collaboration, intellectual curiosity, and accountability. This role is metrics-based and requires a driven, focused, hard-working, and entrepreneurial individual who can work independently without daily oversight.

FUNCTIONS:

1. Develops and leads a comprehensive philanthropic program through donor-centric strategy and implementation of a revenue-driven fund development operating plan through research, cultivation, solicitation and stewardship to reach agreed upon short-term to long-term objectives.
2. Serve as the primary relationship manager for a robust portfolio of individuals, corporations, foundations, grateful patients and other high-impact individuals with responsibility for prospect development, recruitment, cultivation, and retention to increase philanthropic support for the organization.
3. Engages, recruits, stewards and manages leadership volunteers in supporting and executing fundraising strategies throughout the region, with a focus on high-impact relationships and key volunteer roles.
4. Increase awareness and visibility of the Cancer Center’s mission in the communities served by creating effective communication strategies, participation in community leadership opportunities, and continuously exploring new fundraising opportunities that complement the strategic goals of MBPCC, including corporate partnerships and third-party events.
5. Responsible for special projects as directed and assigned by the Vice President and Chief Development Officer
QUALIFICATIONS:
- College degree preferred; equivalent work experience may be substituted.
- Minimum of 3-5 years’ experience in fundraising (including personal solicitation of individuals/corporations) preferred. Experience with project & campaign management preferred.
- Strong knowledge of individuals and businesses within community required.
- Proficiency in MS Office and database experience required.

ADDITIONAL SKILLS/ABILITIES:
- Outstanding communication skills (verbal, listening and written) and strong organizational.
- Ability to work independently, manage multiple projects & maintain a high degree of professionalism & confidentiality.
- Forward thinker, deadline-oriented, & able to manage growth while working in a fast-paced environment where accuracy is essential.
- Excellent project management skills with ability to multi-task and prioritize.
- High level of interpersonal skills to handle sensitive and confidential situations.
- Ability to professionally interact with community volunteers; strong volunteer management skills

To learn more or apply for this position, visit:
REGIONAL DIRECTOR OF PHILANTHROPY - CENTRAL and North LA

Why Join Us? We are looking for talented and highly-motivated individuals who demonstrate a natural desire to support the meaningful work of community oncologists and the patients we serve.