

Development Director – Institutional Giving Job Description

About The diaTribe Foundation

One in seven adults in the United States has diabetes and that number is expected to rise to one in three adults by 2050, and to over 640 million adults worldwide by 2040. Because there is no single solution to address the type 2 diabetes epidemic, the single biggest public health problem of our time, and no single path to a cure for type 1 diabetes, the diaTribe Foundation uses both education and advocacy to address type 2, type 1, and pre-diabetes and to change existing narratives about diabetes.

A growing national nonprofit organization founded in 2013 by renowned diabetes advocate Kelly Close, we are creating a societal shift in which reducing the burdens of diabetes, or eliminating the disease entirely, becomes a priority for diverse stakeholders including clinicians, scientists, governments, nonprofits, businesses, and people with diabetes.

We have been able to amplify our impact thanks to an exceptionally robust growth in funds raised every year since our founding – including during COVID-19. We are expanding our resource development department and welcome qualified and committed candidates.

For more information on diaTribe, please visit our [website](#).

About the Director of Institutional Giving Position

The Director of Institutional Giving role is an exciting opportunity to work in partnership with our corporate and foundation partners to continue growing our funds raised and impact on people with diabetes. The Director will report to the Chief Sustainability Officer of The diaTribe Foundation and be an integral member of the development team.

This position will be responsible for all aspects of The diaTribe Foundation's institutional fundraising. This includes developing and implementing the tailored cultivation, solicitation, and stewardship strategy for all current and prospective corporate and foundation partnerships, and achieving our revenue goals.

Primary responsibilities for the Director include:

- Develop and implement a cultivation strategy for each corporate and foundation prospect and funder
- Write proposals and all funder communications

- In partnership with the development team, achieve annual fundraising goal for corporate and foundation giving
- Grow the existing portfolio of corporate and foundation funders and increase funds raised
- Work with diaTribe program team to understand possible new programs or projects that are strategically aligned with diaTribe and potential funding partners, and develop the solicitation if appropriate
- Manage, measure, and report on the status of all corporate/foundation fundraising activities to ensure success in meeting our revenue goals
- Stay informed of key diabetes industry and policy updates and trends
- Develop leadership team and board meeting presentations and reports

Candidate Profile

You will be a strong candidate for the Director of Institutional Giving position if you exhibit many, if not all, of the following professional and personal qualities, skills, and characteristics:

- Demonstrated success in raising over \$2 million through corporate and foundation partners
- Self-motivated and able to work confidently and collaboratively within the organization and with funding partners
- Excellent writing skills
- Exceptional relationship-building, communication and listening skills to understand partner goals and interests and develop strategies and proposals that align with our mutual goals
- Outstanding execution skills
- Experience developing, managing, and reporting on a development strategy, funding pipeline, and forecast
- Knowledge of the healthcare ecosystem and/or diabetes preferred
- Self-motivated, creative thinker with the ability to work both independently and as part of a team in an incredibly fast-paced environment with high standards of excellence

Benefits

The compensation package for this position includes generous benefits:

- Full healthcare and dental and vision benefits
- 401(k) with 3% match
- Gym membership subsidy and yoga and mindfulness subsidy
- Two weeks paid vacation, nine paid holidays, two weeks' unpaid leave
- Two days paid vacation annually for volunteer pursuits
- Matching gifts for academic and other nonprofit donations
- A top team of talented and high performing professionals, both emerging leaders and seasoned executives; see more about our Associate program [here](#)

- Access to a high-powered Board of Directors and other experts and professionals in the field
- The diaTribe Foundation seeks to build a team that reflects the diversity we celebrate in our nation and community. We welcome and encourage all qualified applicants who share our vision, as we want to engage all those who can contribute to our work and this mission. We encourage individuals of all backgrounds to apply for this position, and we do not discriminate on any basis prohibited by applicable law.

Contact

If you are interested in the position, please submit a compelling cover letter and resume to caroline.pappajohn@diatribe.org.