

About diaTribe

The diaTribe Foundation (diaTribe) is fiercely committed to improving the lives of people living with diabetes. Currently, one in seven adults in the United States has diabetes and one in three has prediabetes. By 2040, it is estimated that over 640 million adults worldwide will have diabetes. To fight this growing crisis, The diaTribe Foundation is on a mission to improve the lives of people with diabetes and prediabetes and to advocate for action.

A growing national nonprofit organization founded in 2013, we are creating a societal shift in which reducing the burdens of diabetes, or eliminating the disease, becomes a priority for everyone including clinicians, scientists, governments, nonprofits, businesses, and people with diabetes. Because there is no single solution to address diabetes, diaTribe uses both education and advocacy to address type 2, type 1, and prediabetes and to change existing diabetes narratives.

We have been able to amplify our impact thanks to an exceptionally robust growth in funds raised every year since our founding. With a current budget of \$4.4M and continued growth planned, this is an exciting time to join the team and be part of real impact in the diabetes space.

For more information on our initiatives and results, please visit our website www.diaTribe.org

The Opportunity

We are currently seeking an extraordinary teammate to advance our work and continue to increase our impact in the role of Senior Manager of Individual Giving. This is an exciting opportunity to join the team of a strong and growing global nonprofit organization to ensure continued growth in funds raised and impact on people with diabetes. Reporting to the Chief Partnerships and Development Officer (CPDO), you will lead and set the direction for the stewardship and development of gifts from individuals.

Specific responsibilities include, but are not limited to:

- Work in partnership with the CPDO and the development team to grow the donor base
- Develop and execute a strategy to increase revenue to increase our impact in our work to support people with diabetes
- Ensure revenue growth through a balanced mix of new and existing donors and

donor types (annual, monthly, event, etc.) to ensure long-term sustainability
Develop annual and monthly revenue budgets; create and execute annual and monthly fundraising strategies and plans to meet goals in collaboration with the development team, including cultivation strategies for prospects
Work with the diaTribe program team to understand possible new programs or projects that are strategically aligned with diaTribe and potential funding partners
Manage, measure, and report on the status of fundraising activities to ensure success in meeting our revenue goals
Stay informed of key diabetes industry and policy updates and trends
Perform general administrative work up to 25%. *We are a small and scrappy organization and everyone pitches in on administrative work here!*

Candidate Profile

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

At least 5 years of individual giving experience, preferably in healthcare major gift fundraising

Demonstrated success generating revenue from a variety of individual donors
Self-motivated and able to work confidently and collaboratively within the organization
Excellent communication and interpersonal skills, including exceptional writing skills and the ability to communicate complex information through multiple vehicles and to varied audiences

Strong relationship-building skills to understand donor goals and interests and develop strategies and proposals that align with our mutual goals

Creative thinker with the ability to work in a fast-paced environment with high standards of excellence

A flexible personality to thrive and manage yourself in an environment that is growing quickly and may have shifting priorities

A “can-do” attitude and active willingness to contribute towards the achievement of organizational goals

Startup and/or nonprofit experience is a plus

Knowledge of the healthcare ecosystem and/or diabetes preferred

Compensation and Benefits

The starting salary for this position is \$90,000. In addition to salary, our compensation package includes generous benefits:

Full healthcare and dental and vision benefits

401(k) with a 3% match

Gym membership subsidy and yoga and mindfulness subsidy

Three weeks of paid vacation, 10 paid holidays plus a week between Christmas and New Year's Day

Two personal days and day off for volunteer pursuits

Long- and short-term disability and life insurance benefits

Working with a top team of talented and high-performing professionals

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.