



# REGIONAL DEVELOPMENT MANAGER



Full time - Exempt



# ABOUT NAF

Ataxia is a rare neurological disease affecting tens of thousands of people in the US and many thousands more around the world. It is progressive, affecting a person's ability to walk, talk, and use fine motor skills.

The National Ataxia Foundation (NAF) was established in 1957 to help persons with Ataxia and their families. Our mission is to accelerate the development of treatments and a cure while working to improve the lives of those living with Ataxia. NAF's vision of a world without Ataxia will be accomplished through our primary programs of funding Ataxia research, providing vital programs and services for Ataxia families, and partnering with pharmaceutical companies in the search for treatments and a cure. We work closely with the world's leading Ataxia researchers and clinicians, promoting exchanges of ideas and innovation in Ataxia discovery.

## Company Profile

**Location**  
Minneapolis, MN

**Size**  
18 staff members

**FY 2022 Revenue**  
\$6 million



## VISION

A world without Ataxia.

## MISSION

To accelerate the development of treatments and a cure while working to improve the lives of those living with Ataxia.

**ENSURING THAT NO ONE EXPERIENCES ATAXIA ALONE, UNTIL NO ONE EXPERIENCES ATAXIA, PERIOD.**





## FISCAL YEAR 2022 HIGHLIGHTS

- **\$2.7M+** spent on research and drug development initiatives
- **\$500K+** spent on education and support programs
- **81% of our expenses directly support** the programs we offer
- **12 Ataxia research grants** awarded
- **415 local support group meetings** hosted
- **79 advocacy meetings** with members of Congress
- Funded **158 genetic counseling sessions** and **80 genetic tests**



## WAYS WE FULFILL OUR MISSION





# POSITION DETAILS



## Regional Development Manager - *Full time, Exempt*

Reports to Development Director

**Starting Salary**  
**\$85,000**

### Position Summary

Responsible for generating revenue via traditional non-profit revenue streams including major gifts, recurring gifts, planned gifts, individual giving, corporate and foundation giving, memorials, third party fundraising events and sponsorship procurement. This position will also assist with the implementation and expansion of current nationally based campaigns within the western region.

We know there are many opportunities for accelerated growth in giving, and if you're excited by the chance to have a major impact on the Ataxia community who is in urgent need of help, this is the job for you!

This is a remote position with multiple collaborative meetings in Minneapolis during the year.

### Benefits

- Medical, Dental and Vision Insurance
- Healthcare flexible spending accounts, FSA or HSA
- Employer-paid basic term life insurance
- Short-term and long-term disability
- Paid parental leave program
- Sick Leave, earn up to one day per month
- Vacation, 15 days per year (20 days after 5 years of service)
- 8 paid holidays plus annual office closure between Christmas and New Year's
- 401k with employer 5% match



## Qualifications

### Professional Experience

The successful candidate will have 3-5 years of successful fundraising in the non-profit sector including, but not limited to, the areas of individual giving, major gifts, planned gifts, and third-party fundraising.

### EEOC Statement

NAF is committed to equal employment opportunity. We do not discriminate in recruitment, hiring, or any other employment practices for reasons of race, color, gender, religion, national origin, gender identity, age, sexual orientation, marital or veteran status, disability, or any other legally protected status.

### Special Skills or Knowledge

This candidate will have a successful track record in assisting efforts regarding nationally based fundraising campaigns and have experience with forecasting and achieving revenue goals, the ability and desire to speak in front of both small and large audiences to advance the mission of NAF, a true understanding of the importance of working with volunteers, and the patience to do so, while still able to achieve agreed upon goals, an entrepreneurial spirit to achieve growth, an appreciation for government regulations, and will have the ability to inspire and hold accountable internal and external stakeholders including funders, peers, NAF leadership, NAF volunteers, and Board members.



## Duties and Responsibilities

This position will participate in the development of western region revenue goals and work to achieve the agreed upon goals. This position will also effectively oversee national campaigns in the region, serve as liaison between various national office team members and support group leaders within the region, maintain and enhance current NAF relationships while establishing new relationships to assist in the achievement of revenue goals. This position will also actively update the constituent database and use it effectively for reporting and portfolio management.



## How to Apply

To apply, email your resume to Joel Sutherland, Development Director at [joel@ataxia.org](mailto:joel@ataxia.org).