



# 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**  
20 staff members

**FY 2024 Revenue**  
\$7.1 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.**



## Core Values

NAF's values are grounded in our passion and empathy for the Ataxia community.

- **Caring** – We respect one another and those living with Ataxia.
- **Motivated** – We use our passion to inspire our community to act NOW!
- **Collaborative** – We evolve together and support each other to achieve our mission.
- **Impactful** – We listen to our members to build creative, meaningful programs.
- **Accountable** – We are transparent in our words, actions, and results.





## FISCAL YEAR 2024 HIGHLIGHTS

- **\$3.5M+** spent on research and drug development initiatives
- **\$1.6M+** spent on education and support programs
- **80%** of our expenses **directly support** the programs we offer
- **18 Ataxia research grants** awarded
- **581 local support group meetings** hosted
- **94 advocacy meetings** with members of Congress
- **56 clinicians trained** at NAF's Ataxia Clinical Training
- **34 NAF Ataxia Centers of Excellence** around the world

## WAYS WE FULFILL OUR MISSION





# POSITION DETAILS



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

Reports to VP of Development

Starting Salary

**\$78,000-\$88,000**

### Location

600 Highway 169 S., Suite 1725, Minneapolis, MN 55426 – with remote work flexibility.

### 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 their assigned 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.

### Qualifications

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.



## Responsibilities

This position will participate in the development of revenue goals for their assigned region 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.



## Benefits Offered

- 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 5% employer match



## How to Apply

To apply, email your CV or Resume and a Cover Letter to **Joel Sutherland**, VP of Development, at [joel@ataxia.org](mailto:joel@ataxia.org).

### **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.