

AREA DIRECTOR - EASTERN PENNSYLVANIA/DELAWARE MARKET

Take Your Career On A Mission!

Are you looking for a career opportunity that directly impacts the community you live in? How about an opportunity to have a rewarding career working for the premier voluntary health organization that supports people with type 1 & type 2 diabetes?

Our employees like working at the American Diabetes Association because of our opportunities, inclusive environment, work-life balance, benefits and culture. When you join our dedicated team you will experience the gratification of knowing your work impacts the well-being of millions of people, both directly and indirectly, affected by diabetes.

DESCRIPTION

The Area Director serves as the leader for the Eastern Pennsylvania / Delaware communities and provides overall management, planning, execution and leadership for all aspects of the organization including effective programs/services, diversified revenue and fundraising portfolio, donor stewardship, board/staff development and finance and budget management. Area Director is responsible for positioning the Association as a leader in diabetes prevention and management in his/her respective community and establishes effective partnerships and collaborations with corporations, foundations, community/corporate leaders, government officials, other community organizations/nonprofits, and supporters.

Area Revenue: \$4.5 Million

Responsibilities:

Establish effective Community Leadership Board (CLB) to achieve organizational goals

- Lead through effective volunteer leadership recruitment, stewardship and engagement. Create a shared vision and sense of ownership and accountability with volunteers and staff
- Develop a high performing CLB by applying Targeted Recruitment Process, an ongoing process of identifying, recruiting and activating an influential, financially strong and diverse volunteer leadership base to champion the success of the Association.

- In partnership with the CLB, establish business plan to achieve organizational strategic priorities, drive aggressive revenue growth and execute mission in the community.
- Maintain effective communication with CLB to inform of progress, opportunities, issues, and challenges and establish gap plans to course correct and achieve financial targets.

Exponentially grow revenue

- Establish strategies and tactics to achieve and exceed revenue targets.
- Apply best practices and innovative ideas to optimize special events fundraising.
- Diversify revenue streams beyond special events including corporate partnerships, foundations, retail campaigns, individual/major gifts and clubs and organization.
- Work in collaborations with colleagues across the Region and organization to identify and maximize opportunities across the organization.
- Identify and steward community foundations and state grants to fund the work of the Association.
- Ensure effective stewardships strategies are deployed to maintain and further engage donors.
- Develop annual budget, monitor expenditures and income and forecast financial performance accurately.

REQUIREMENTS

Demonstrate Leadership and Effective Management

- Model Association leadership competencies to staff. Set high goals for personal and team accomplishments; tenaciously works to meet or exceed goals while seeking continuous improvement.
- Align staff resources to maximize performance.
- Develop annual work plan with staff which includes goals, objectives, inputs and outcomes.
- Communicate with impact and inspire others to high performance; promote accountability; remove barriers; support others to be creative and action-oriented; anticipate needs before they appear.
- Effectively manage staff in a manner which supports a productive, professionally competent work force in an environment respectful of personal well-being and cultural diversity.

Position the Association as a leader in diabetes prevention and management

- Have a thorough understanding of organizational, community and key stakeholders priorities, needs and barriers to determine appropriate partners and alliances to significantly accelerate the development of strategic partnerships to facilitate the distribution and implementation of Association's education and programs into communities
- Position the Association key voice on strategic task forces and diabetes coalitions at the state and local level as well as with heads of important civic organizations and faith leaders.

- Identify, engage and integrate community partners to deliver ADA's community based programs as developed by the ADA Scientific Medical Division.
- Create an advocacy strategy and build relationships with state and local government officials
- Develop effective and ongoing relationships with media

The American Diabetes Association is an Equal Opportunity Employer. Prospective employees will receive consideration without discrimination because of race, color, religion, creed, gender, national origin, age, disability, marital or veteran status, sexual orientation, or any other legally protected status.

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