



DIRECTOR OF MAJOR GIFTS

OVERVIEW OF CURE EPILEPSY

One in 26 Americans will develop epilepsy in their lifetime. For many of them, that means uncontrollable seizures, stigma, and discrimination in their communities, and sharply increased risks of health complications and death. They need much more than efforts to manage their seizures – they need a cure.

For more than 20 years, CURE Epilepsy (formerly known as Citizens United for Research in Epilepsy or CURE) has been on an unrelenting search for that cure. Founded in 1998 by Susan Axelrod and a small group of fellow parents, CURE Epilepsy was born out of their shared frustration over the current state of epilepsy treatment. While the focus at that time centered on treating seizures and symptoms, that approach offered little relief for the 30% of epilepsy patients who don't respond to treatment. Axelrod and her fellow founders knew it was time to change the conversation from treating to curing epilepsy – and they dared to believe a cure was possible.

As the nonprofit leader in epilepsy research and the only organization solely dedicated to finding a cure for epilepsy, we've worked to shift the focus from merely managing symptoms to understanding the causes of this complex condition. With 3.4 million Americans and 65 million people worldwide living with epilepsy, CURE Epilepsy is committed to furthering patient-focused research that can ultimately deliver the answers they need.

POSITION OVERVIEW

The Director of Major Gifts reports to the Senior Director of Development and will be a key partner in the growth of the major gifts program with the Senior Director, CEO, and volunteer leadership. They will craft and implement major gift strategies to help engage donors and for the organization's top donors and prospects as well as create strategies that support current programs and emerging research activities that align with the mission. Stewardship will also be key in growing major gifts and the pipeline. The Director will also develop an understanding of the epilepsy community and the current epilepsy research landscape to support their work.

Candidates must have an entrepreneurial spirit, possess intellectual curiosity, exhibit initiative, and be comfortable navigating complex, fast-paced working environments. The selected candidate will be highly motivated, with strong project management skills, a strategic mindset, and keen attention to detail.

This is a 30 hour a week (4 days) hybrid position in the Chicago area. Our office is located downtown Chicago.

RESPONSIBILITIES

Major Gift Prospect Strategy and Management

- With Sr. Director of Development, CEO and volunteer leadership, help design new major gift opportunities that align with the work of the organization and help secure unrestricted and budget relieving funds.
- Lead prospect management/strategy meetings with development staff and CEO.



- Work with Sr. Development Coordinator, Operations. refine prospect management system to help keep prospects moving toward major gifts
- With leadership, assess the potential for a major campaign
- Carry a portfolio of 50 major gift donors and prospects, primarily in the Chicago area

Donor Cultivation and Stewardship Activities

- Enhance and implement stewardship activities including virtual and regional salons that showcase previously funded researchers and the cutting edge of epilepsy research. Key duties will include preparing program and speakers, crafting communications pre and post activity, and building an invitation list.
- Design giving society that will support the growth of major gifts including identifying volunteer leadership roles, solicitation strategies, and stewardship plan. Lead implementation with the support of the Manager of Individual Giving and leadership.
- Design and help implement major gift stewardship strategies working closely with the research department and grantees. This will include developing reports that translate advances in science into donor relevant materials (e.g., print, videos, events, etc.).

Management and Administration

- Manage the Sr. Development Coordinator, Operations and the Manager of Individual Giving.
- Establish and maintain strategic relationships with colleagues across CURE Epilepsy.

QUALIFICATIONS

- Strong knowledge of the principles, ethics and practices of successful fundraising concepts and solicitation strategies.
- Eight to ten years of progressively responsible fundraising experience with a strong background in individual giving, major gifts, and stewardship.
- Excellent written, verbal and interpersonal communication skills.
- Excellent strategic thinking and creative problem-solving skills
- Ability to evaluate complex challenges and provide innovative solutions to achieve broad objectives.
- Capable of working independently and as an effective team player in a deadline-driven, results-oriented environment.
- Proficient technology skills including some experience with Raiser's Edge or a comparable donor management system.
- Passion for CURE Epilepsy's mission and the ability to promote and communicate the philosophy, values and impact of the organization to external and internal stakeholders.
- Special consideration will be given to persons with work experience fundraising for scientific research.
- A bachelor's degree is required; an advanced degree or CFRE would be preferred.

COMPENSATION

The salary range for this position is \$80,000-\$96,000 commensurate with relevant experience. Attractive and competitive compensation and benefits package will be available commensurate with qualifications and experience.

To apply, please send a resume with a cover letter to resumes@cureepilepsy.org.