



Ronald McDonald House Charities® of Southern Arizona

Manager of Strategic Partnerships & Events

Reports to: Chief Development Officer

Status: Full-time, exempt

Schedule: Monday through Friday, 8am-5pm, in-person; some evenings and weekends as needed

Salary: \$60,000-\$75,000 DOE

To Apply: Please submit a cover letter and resume to Nancy Kirk, Chief Development Officer, at nkirk@rmhctucson.org

About our Organization

The mission of Ronald McDonald House Charities of Southern Arizona (RMHC®-SA) is to “nurture the health and well-being of children and their families.” Since 1981, the Ronald McDonald House® in Tucson has provided a warm and welcoming “home-away-from-home” for families with critically ill children that have traveled to Tucson for medical care. Some stay a few days. Some stay a few months. We offer them all a comfortable place to stay in a loving, supportive environment – all at no cost to the families.

We also serve all families at Banner Children’s Diamond Children’s Medical Center and TMC for Children with the Ronald McDonald Family Room® programs – places for family members to rest and regroup just steps from their child’s bedside. Within the past five years, we have partnered with local Federally Qualified Health Centers on two Ronald McDonald Care Mobile® programs to provide dental care to children in underserved areas.

How You Can Help

The team at RMHC-SA is dynamic, compassionate and ambitious. We are seeking a ninth member of our full-time, weekday staff who will inspire enthusiastic support in the community for our mission. A successful candidate will be a self-starter, a team player, and will share our passion for improving the lives of children and their families. Our development department functions at a high level, and we are looking for someone who can hit the ground running by taking on special events and corporate/foundation relations.

Diversity, equity and inclusion are core values at Ronald McDonald House Charities of Southern Arizona. We are passionate about building and sustaining an inclusive and equitable environment for all staff, volunteers and guests. We believe every member on our team enriches our diversity by exposing us to a broad range of ways to understand and engage with the world, by identifying challenges, and by discovering, designing and delivering solutions.

RMHC-SA offers a competitive salary with a strong benefits package, including medical (100% paid for employee, plus 60% for family), dental, and vision insurance (both 50% for employee), retirement savings matching, and a generous PTO plan.

The Work

The Manager of Strategic Partnerships & Events has primary responsibilities in our corporate relationships (including McDonald's), special events, and grant funding.

Relationship Building

- Working with the Chief Development Officer (CDO), create an annual, comprehensive, measurable fundraising strategy to support the strategic goals of the organization
- Working with the President & CEO, the Board of Directors, volunteers and other members of the RMHC staff to increase philanthropic support for RMHC-SA
- Manage a portfolio of corporate partnerships to include cultivation, solicitation, stewardship and appropriate recognition
- Maintain strong relationships with our local McDonald's teams by promoting engagement, volunteerism, and in-store fundraising
- Develop case statements to support fundraising priorities
- Assist with community-led fundraising events as needed

Special Events

- Working with the CEO & CDO, develop strategies for our two primary fundraising events, as well as other community events, that promote public engagement, build understanding for our mission, and raise significant annual funding
- Create relationships with and successfully secure funding from current and prospective sponsors
- Execute two major fundraising events, including planning, organizing volunteer committees, fundraising, vendor relationships, logistics, and post-event follow-up
- Manage Team RMHC for El Tour de Tucson, including sponsor solicitation, rider recruitment, and peer-to-peer fundraising

Grant Funding

- Working with the CDO, research foundation grant opportunities
- Write, organize, submit and follow-up on grants to support RMHC programs.

Qualifications

- A minimum of five years' relevant work experience developing funds for a nonprofit organization
- Bachelor's degree in business, communications, or other related field is preferred, but experience in lieu of a degree may be acceptable
- A track record as an excellent communicator, in writing as well as verbally, a good listener and a strategist
- An independent, self-starter who has a history of turning conceptual direction into executed strategies
- The ability and desire to work in a team-based environment
- Creativity, and a propensity for matching vision with execution
- Proficiency in Spanish is not required, but a plus
- This position requires standing and walking for long periods of time during special events as well as the ability to bend, lift, push, pull or carry supplies.

Knowledge, Skills and Abilities

- Extensive knowledge of principles and techniques of development/fundraising
- Proficiency with fundraising databases and customer relationship management programs, preferably Raiser's Edge
- Microsoft Office (or equivalent) skills
- Ability to be professional, diplomatic, collegial, and effective in working with diverse groups and individuals
- Strong interpersonal skills and an ability to communicate effectively in person, in writing, and by telephone with partners and prospective partners at all levels
- Ability to represent RMHC-SA well and to enthusiastically serve as an emissary for the organization
- Must demonstrate the ability to be highly sensitive and supportive of the needs of RMHC guest families

Other

- Limited weekends and evenings will be required
- Some local/same-day travel is necessary
- This position description provides a general overview of the duties, responsibilities and work conditions of the position. It is not designed to be a comprehensive inventory of all duties, responsibilities and qualifications required of employees in this job.

Equal Employment Opportunity

Ronald McDonald House Charities of Southern Arizona believes that all employees are entitled to Equal Employment Opportunity. We do not discriminate against employees or applicants for employment based on race, color, creed, religion, sex, gender, age, marital status, national origin, sexual orientation, disability, veterans, pregnancy, citizenship status, or any other legally protected characteristic while meeting the mental and physical requirements for the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.