

Position Title: Director of Development – Major Gifts

Location: Saline, MI (Hybrid work environment available)

Reports To: Chief Executive Officer

Status: Full-time preferred, but part-time considered (minimum 25 hours/week)

About Us:

The ChadTough Defeat DIPG Foundation is the leading funder of Diffuse Intrinsic Pontine Glioma (DIPG) research in the world, dedicated to funding game-changing research and providing vital support to families facing a diagnosis. Our mission is driven by the families and children we honor and support, and the passionate team of professionals who bring it to life every day.

Position Summary:

The Director of Development - Major Gifts will play a critical role in expanding ChadTough Defeat DIPG's reach by identifying, cultivating, and securing significant gifts (\$25,000+) from individuals, foundations, and corporate partners. We seek a seasoned and well-connected fundraiser who can open new doors and inspire new major gifts to support our mission. This is a unique opportunity to join a small but mighty team that values collaboration, creativity, and adaptability. At ChadTough Defeat DIPG, we all wear many hats, so you'll also pitch in on key events and other organizational initiatives as needed.

Key Responsibilities:

- Identify, cultivate, solicit, and steward major gifts prospects with the capacity to give \$25,000+ annually.
- Build and manage a portfolio of high-capacity donors and prospects, focusing on long-term relationships and multi-year commitments.
- Develop and execute tailored strategies to engage and secure new major donors and sponsors.
- Collaborate with the CEO and Board leadership to maximize major gifts impact and identify new funding opportunities.
- Partner with the broader team on event strategy and execution to engage donors and elevate the foundation's profile.
- Leverage personal and professional networks to open doors to new opportunities.
- Track all donor interactions in our CRM to ensure strategic follow-up and stewardship.
- Contribute to the foundation's overall culture of philanthropy, supporting other areas of fundraising and organizational growth as needed.
- Willingness to wear many hats and jump in where needed, including helping with events and program support.

Qualifications:

- Minimum of 5 years of progressive experience in major gifts, high-level corporate sponsorships, or equivalent.
- Proven track record of personally securing significant gifts and opening new donor relationships.

- A strong network of philanthropic relationships that can be leveraged to advance ChadTough Defeat DIPG's mission.
- Excellent communication, relationship-building, and listening skills.
- Strong organizational and project management skills; ability to manage multiple priorities and meet deadlines.
- Willingness to work occasional evenings and weekends to support events and donor engagements.
- Genuine commitment to our mission of Defeating DIPG and making a difference for children with cancer.
- Some travel will likely be required.

Why Join Us?

- You'll be part of a mission-driven organization making a real impact for families and researchers.
- You'll work with a dedicated team that values flexibility, teamwork, and creative thinking.
- You'll have the freedom and support to leverage your network and expertise to help us grow.

We offer a competitive salary that reflects experience, qualifications, and the responsibilities of the role.

To Apply:

Please submit a resume and cover letter highlighting your major gifts experience and relevant network connections to apply@chadtough.org. Applications will be reviewed on a rolling basis.