

AMERICAN
PSYCHIATRIC
ASSOCIATION

FOUNDATION



Director of Development
Washington, DC

DRi Waterstone
HUMAN CAPITAL

DRiWaterstone HC
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About Us



We are on the verge of a national break-through in mental health awareness.

People see the profound impact of mental health on their lives, families and communities. Through the American Psychiatric Association Foundation's community-based programs, fellowships, awards and grants, we address critical mental health needs and direct resources where they are needed most. All of our initiatives focus on one goal: A mentally healthy nation for all.

As the charitable foundation of the American Psychiatric Association, we:

- ❖ Raise awareness and overcome barriers.
- ❖ Invest in the future leaders of psychiatry.
- ❖ Support research and training to improve mental health care.
- ❖ Lead partnerships to address public challenges in mental health.

With the backing of the APA, the world's leading psychiatric organization, our efforts are strengthened by research and designed to achieve results ensuring that we're making real impact, every step of the way.



The Opportunity

The Director of Development sets the direction of all APA Foundation (APAF) development activities and staff related to corporate, foundation, and individual giving and is accountable for the overall business strategy. The incumbent is expected to set comprehensive development goals and execute those goals into achievable steps; manage detailed, complex fundraising campaigns, and make rapid decisions regarding development issues; plan and implement projects, and supervise the development team. As a member of the Foundation's senior management team, the Director must establish strong and appropriate relationships with the ED, staff, APAF Board of Directors, volunteers, donors, and the general community.

Essential duties & responsibilities include:

- ❖ Develop, maintain, and implement annual and long-term development plans, including strategies to increase individual giving, corporate sponsorship/grants, foundation grants, online giving, special event attendance, gift processing, reporting, and other methods focused on maintaining and maximizing all fundraising activities.
- ❖ Plan and manage special events, corporate/foundation contributions, individual giving, and all donor-centric communications and solicitations.
- ❖ Develop and implement a national business development strategy that will increase revenue streams and sponsor base.
- ❖ Direct and implement strategy for APA member solicitations/stewardship; corporate/foundation engagement; budgeting and revenue forecasting; donor prospecting in all categories; and brand/marketing development.
- ❖ Provide oversight and direction of the Foundation's fund development activities, manage the day-to-day operations of the development function, and monitor adequacy of activities through supervision of staff.
- ❖ Work with appropriate committees and the Board of Directors as needed, including the management of three workgroups: Philanthropy, Corporate Review, and Endowment Campaign Workgroups.
- ❖ Plan and manage execution of personalized, high-level, annual giving program to expand donor awareness of the Foundation.
- ❖ In partnership with APA's Communications team, develop and produce communication media, including annual reports, fundraising materials, and web content.
- ❖ Identify prospective organizational partners aligned with APAF's mission; steward and sustain these relationships for optimum return on investment and collaborative opportunities.



The Candidate

Primary skills and experience include:

- ❖ Bachelor's Degree required.
- ❖ 8-10 years fundraising experience, specifically in research and cultivation practices; motivations for giving; and development functions, including gift processing, prospect and donor histories, and fundraising reporting.
- ❖ Knowledge of standard fundraising ethics and , including face-to-face solicitation, proposal writing, special events, telephone solicitation, and direct mail.
- ❖ Holds an active membership in a professional fundraising association.
- ❖ Demonstrated experience in managing and implementing a comprehensive fund development program resulting in successful achievement of revenue expectations.
- ❖ Is a confident, values-driven manager with the demonstrated ability to lead and motivate volunteers and staff to success and achieve revenue/sales goals.
- ❖ Can develop and execute both short- and long-term planning.
- ❖ Understands, and is experienced in, marketing and financial management.
- ❖ The ability to assess both an organization and its staff and develop strategic solutions for improvement.
- ❖ Experience with Board Governance.
- ❖ Excellent oral and written communication skills.
- ❖ Experience using Salesforce donor database software preferred.
- ❖ Certified Fund Raising Professional (CFRE) preferred.



Applications can be submitted at:
<https://driwaterstonehc.com/position/apaf-dod>

DR/WaterstoneHC is managing the search on behalf of Vital Strategies. All first-round interviews for this position will take place via video conference with DR/WaterstoneHC.

DR/Waterstone is women founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on mission and purpose-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.

EQUAL OPPORTUNITY EMPLOYER

The American Psychiatric Association Foundation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

The salary range for this position is \$115,411 - \$163,088.