

Director of Development & Individual Giving

Sick Cells is hiring a Director of Development & Individual Giving to join its team. Sick Cells is a national advocacy nonprofit dedicated to amplifying the voices of the sickle cell disease (SCD) community and driving systemic change. Through storytelling, advocacy, and policy engagement, we elevate the lived experiences of those affected by SCD, influence health policy, and promote health equity.

The Director of Development & Individual Giving is responsible for developing and executing strategies to grow Sick Cells' base of individual donors and maximize philanthropic support. This role will oversee donor cultivation, solicitation, and stewardship, while also supporting broader fundraising initiatives and events, and working closely with industry partners. The Director reports to the Chief of Staff and Operations.

The Director of Development & Individual Giving position is 25 hours per week, with potential for full-time in 2026. This is a hybrid position, with two days per week spent in the Wheaton, IL, office. Occasional travel, weekend, and evening work may be required.

Key Responsibilities

- Design and lead a comprehensive individual giving strategy, including annual giving, major gifts, program support, and special campaigns.
- Cultivate, solicit, and steward a portfolio of donors, providing regular communication and tailored engagement opportunities.
- Collaborate with Sick Cells team to develop compelling appeals, stewardship content, and campaign messaging.
- Lead and expand prospecting activities to identify and research prospects for new sponsors and donors.
- Partner with the CEO and Board to identify and engage individuals and supporters.
- Build and maintain stakeholder relationships, including soliciting and closing gifts.
- Plan and implement donor-focused events and campaigns, both virtual and in-person, that drive giving and increase brand visibility.
- Collaborate with team on creative engagement opportunities for donors, ambassadors, and partners.
- Monitor fundraising progress against goals and prepare regular reports and forecasts.
- Build and maintain strong relationships with patients, caregivers, community leaders, and advocacy organizations to align fundraising with community needs.
- Lead social media and marketing outreach for giving campaigns and donor reach.
- Support grant proposals and reports related to program initiatives.
- Maintain donor data in database.
- Other duties as assigned.

Qualifications

- Bachelor's degree and 5–6 years of nonprofit fundraising experience, OR an Associate's Degree or certification with 6-7 years work experience, with a strong emphasis on individual giving and donor relations.
- Experience in event planning and/or industry partnership engagement.
- Demonstrated success securing gifts and managing a portfolio of donors.
- Comfort with fundraising databases/CRMs and digital fundraising tools.
- Strong organizational skills and the ability to manage multiple priorities and deadlines.
- Commitment to Sick Cells' mission and values and understanding of communities impacted by SCD.

Benefits

This is a part-time (25 hours per week), direct-hire position. The hourly rate for this position is \$45-\$50, commensurate with experience.

Should the position become full-time, the benefits package includes health, vision, and dental insurance, 403b 1% match, professional development, and generous paid leave.

How to Apply

To apply, please send a current resume and cover letter to employment@sickcells.org, with “Director of Development & Individual Giving ” in the subject line. Applications will be accepted on a rolling basis until the position is filled.