



**American
Heart
Association®**

The American Heart Association (AHA) is searching for a new **Sr. Development Director, Heart Walk in our Louisville Kentucky office**. The Sr. Director manages campaign activities, event budgets and fundraising staff while providing leadership for AHA programs, development, community organization and field-based communication activities. This is a senior-level position and requires someone who has experience with large fundraising goals and large events.

Essential Job Duties:

- Achievement of the Heart Walk event financial goal(s)
- Accountability for the implementation of the Louisville Heart Walk event based on nationally established best practices.
- Conduct revenue generation-focused sales calls daily and appropriately document scheduled appointments and results
- Develop and cultivate mutually satisfying relationships with corporations and top level donors
- Utilize consultative approach to match donor interests with AHA mission and priorities
- Lead volunteer recruitment and engagement. Ensuring the right profile event and executive leadership team chairpersons and other volunteers are recruited and provided effective orientation, training and development and activation
- Management and oversight of the Heart Walk team, including 2 Directors and 1 Administrative Associate

Want to help get your resume to the top? Take a look at the experience we require:

- Bachelor's degree or equivalent experience
- 2-5 years of experience in a fast-paced, fundraising or sales management role; including the management of a sales/fundraising team
- Proven ability to accomplish results through strong volunteer cultivation and management
- Proven track record in exceeding sales/fundraising goals
- Demonstrated ability to recruit, train, direct and supervise multiple staff in a team environment
- Proven ability to understand and navigate corporate cultures to achieve goals
- Demonstrated experience in building powerful partnerships with corporate leaders and senior level volunteers; interact and communicate clearly and concisely exchange ideas, facts and information
- Proven ability to cultivate major donors, secure city-wide sponsorships, and recruit new companies and donors
- Direct knowledge of special event fundraising tactics is essential
- Display exceptional organizational, communication, negotiation, and interpersonal skills
- Outstanding written and oral communication skills, including large and small group presentations
- Ability to apply sound judgment in decision making
- Possess problem-solving skills and be solution-oriented
- Ability to work in a fast-paced environment
- Ability and willingness to travel and work nights, weekends, etc., as required;
- You must be willing to travel within your territory on a daily basis as well as occasional travel to other locations in the affiliate and to our National Center in Dallas, Texas for meetings or training.

Are you qualified and interested? Come take a look at this job opportunity on our careers website:
[Louisville-Sr. Development Director, Heart Walk](#)

At American Heart Association | American Stroke Association, diversity, inclusion and equal opportunity applies to both our workforce and the communities we serve as it relates to heart health and stroke prevention.

American Heart Association
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www.heart.org