



The American Diabetes Association (ADA) is seeking Fundraising Manager to coordinate fundraising efforts in the Orange County market area.

This exciting opportunity is available for an individual to join a nationwide organization with a mission that affects the lives of almost 26 million Americans who have diabetes and another 90 million who are at risk for developing the disease. We are looking for a high-energy, passionate and disciplined leader. This position will be responsible for achieving fund-raising goals related to special events and programs- sponsorships and corporate teams.

Specific responsibilities include: securing corporate sponsorship and recruitment of corporate teams/ event participants & volunteers. Sales experience including cold calling; and customer relationship building experiences are required. Assessing fund-raising potential to develop an annual fundraising plan with goals and objectives for each event; assisting in the recruitment of volunteer leadership of both medical and lay volunteers in all local activities. Strong presentation skills, oral and written are required.

Necessary skills include recruitment of corporate sponsorship, volunteer recruitment, participate and team cultivation. Develop public awareness of the American Diabetes Association's mission, goals and objectives. Cold-call sales experience and customer relationship building experiences are highly desirable. Strong presentation skills, oral and written are required. Must know how to close the deal, confirm mutual understandings, and manage volunteer participation to successful outcomes. Must pay close attention to details and be able to manage multiple activities.

#### ADDITIONAL REQUIREMENTS

- \* Bachelor's degree required
- \* 3 to 5 years of fundraising experience
- \* Proficiency in Microsoft Office Suite (donor contact database knowledge a plus)
- \* Access to a car as frequent local travel throughout the market is required
- \* Ability to work occasional evenings/weekends
- \* Ability to lift 25 pounds

Online applications are required. Please visit our career site in order to apply:  
<http://careers.diabetes.org>

An Equal Opportunity Employer.  
"Together we can Stop Diabetes"

