



**DIRECTOR OF MAJOR GIFTS, SOUTHEAST
DIABETES RESEARCH INSTITUTE FOUNDATION**

Remote – South Florida

[Diabetes Research Institute](#)



The Aspen Leadership Group is proud to partner with the Diabetes Research Institute Foundation in the search for a Director of Major Gifts, Southeast.

The Director of Major Gifts, Southeast will serve as a leader in philanthropic giving at the Diabetes Research Institute and Diabetes Research Institute Foundation. The Director of Major Gifts will grow sustainable revenue for the mission to cure diabetes; increase the number of \$10,000 philanthropic donors who invest in that mission; and cultivate a culture of philanthropy across the organization. The Director of Major Gifts will develop and implement strategies to secure critical mission funding from a targeted portfolio of individuals and foundations with the capacity for \$10,000+ philanthropic giving per year within the southeast region of the United States. Through personalized relationship management, the Director of Major Gifts will provide each portfolio donor with a meaningful, fulfilling giving experience, learning about their personal philanthropic passions and soliciting gifts to grow the revenue potential from the portfolio annually.

Founded in 1971 by a group of parents of children with diabetes, the Diabetes Research Institute Foundation (DRIF) is the organization of choice for those who are serious, passionate, and committed to curing diabetes. Its mission—to provide the Diabetes Research Institute with the funding necessary to cure diabetes now—is a testament to the belief that tomorrow is not soon enough to cure those living with diabetes.

The Diabetes Research Institute is one of the largest and most comprehensive research centers dedicated to developing a *biological cure* for type 1 diabetes by restoring natural insulin production and normalizing blood sugar levels without imposing other risks. Since 1971, the Diabetes Research Institute Foundation has provided nearly \$250 million in philanthropic resources to support the critical research of the DRI and is recognized as one of the world's most respected diabetes organizations. Garnering the attention of influential people who are personally affected by diabetes, the Foundation has grown into an international coalition of business leaders, celebrities, scientists, clinicians, families, and other concerned individuals who have elevated the importance of cure-focused research and provided meaningful support for the DRI's multidisciplinary research program. This funding is provided through individual and corporate donations, special events, sponsorships, cause marketing relationships, and planned giving.

DRI's research efforts are housed at the Diabetes Research Institute on the University of Miami's Miller School of Medicine's innovative campus, a national powerhouse in basic, science, clinical, and translational research. The DRI is a designated Center of Excellence at the University of Miami Miller School of Medicine, providing informative education and training programs for diabetes and other health care professionals in the community.

A 501(c)(3) not-for-profit corporation, the DRI Foundation has thousands of supporters in the United States and worldwide, and, in addition to its headquarters in Florida, operates a regional development office in New York. For the millions of individuals and families affected by diabetes, the Diabetes Research Institute Foundation is the best hope for a cure.

REPORTING RELATIONSHIPS

The Director of Major Gifts, Southeast will report to the Senior Director, Major Gifts Lindsay Voltz.

FROM THE SENIOR DIRECTOR

The Diabetes Research Institute Foundation focuses on one singular mission: to provide the Diabetes Research Institute (DRI) with the funding necessary to cure diabetes now. Our singular goal is a testament to the belief that tomorrow is not soon enough to cure those living with diabetes. The DRI has become the world leader it is today through the substantial funding provided by the DRIF. The DRIF ensures the jumpstarting of new ideas and the continuation of innovative research projects that remain cure-focused and will ultimately benefit those with diabetes. The DRIF is recognized as one of the world's most respected diabetes organizations and is now at the brink of national growth with substantial fundraising potential.

To realize our vision of a cure, we need highly-motivated, innovative, and goal-oriented individuals to join our team and raise crucial funds. The DRIF is seeking a qualified fundraising professional for the position of the Director of Major Gifts, Southeast. This is an exciting opportunity to join a growing team at a pivotal moment in the organization's history.

In coordination with the major gifts and philanthropy team, the incoming Director will play a crucial role of initiating and developing relationships with current and prospective donors of the DRIF. With the potential for a strong pipeline of potential funders in the South Florida area, the Director will work with an existing portfolio and have the opportunity to be part of the organization's expansion into a regionalized model by overseeing the growth of the southeast region in partnership with the Chief Development Officer and Senior Director, Major Gifts.

—Lindsay Voltz, Senior Director, Major Gifts

DIVERSITY, EQUITY, AND INCLUSION

The Diabetes Research Institute Foundation holds Diversity and Inclusion as one of its six core values. It strives to create an inclusive environment that allows everyone to be their best self, where no one feels the need to suppress who they are; to obtain equitable representation in the workplace, on its boards, and among its volunteers and other constituencies; to foster equality by providing equal access to all; to allow one another to be heard without judgment, and to provide opportunities for personal and professional growth and development. In June 2020, DRIF formed an internal Diversity and Inclusion Committee to ensure the Foundation maintains alignment with its core value of Diversity and Inclusion.

PRIMARY RESPONSIBILITIES

The Director of Major Gifts, Southeast will

- manage a portfolio of 120-160 prospective donors with the capacity to make 5-7-figure outright gifts annually, producing philanthropic dollars of at least \$500,000 annually, with increasing revenue goals upon portfolio maturity;
- achieve activity metrics that serve as a roadmap to the revenue goal: number of meaningful touchpoints, number of solicitations, and number of gifts;
- work with the philanthropy team to identify appropriate donor prospects (individual, corporate, and philanthropic foundations);

- create and execute plans for identification, cultivation, solicitation, and stewardship for each prospect in the portfolio;
- articulate the case for support for the DRI, as well as its scientific research strategy and the various initiatives;
- draw on all available resources and support staff to secure prospect research, proposals, and stewardship assets to maintain focus on donor-facing activity;
- track all plans, interactions, and solicitations in Raiser's Edge within 24 hours and review monthly reporting to ensure accurate portfolio data;
- collaborate with colleagues to further cultivate and provide stewardship for donors outside of personal portfolio;
- attend DRIF local signature and cultivation events and leverage opportunities to deepen relationships and secure follow-up meetings; and
- serve as a subject-matter expert on philanthropy and industry best practices.

KEY COLLEAGUES



Sean Kramer
Chief Executive Officer

Sean Kramer, MBA joined the Diabetes Research Institute Foundation as Chief Executive Officer in January of 2020. Kramer came to the DRIF with more than two decades of proven fundraising success and experience in achieving outstanding results for capital campaigns and other major development initiatives.

Kramer has been a prominent fundraising leader for some of the most respected and highly recognized nonprofit organizations, particularly in the health area. He most recently was Senior Vice President and Chief Development Officer for Parkinson's Foundation's Miami and New York offices, where he directed a nationwide development team and increased revenue almost 60% in two years. Previously, as Assistant Vice President for Baptist Health South Florida, he led the major philanthropic efforts that established the Miami Cardiac & Vascular Institute and Miami Cancer Institute, surpassing the campaign goal by 55%.

With deep roots in South Florida, Kramer has also held executive management and fundraising roles at American Cancer Society, Barry University, Florida International University, and American Red Cross. While he has focused his career in the nonprofit sector, he spent time in the for-profit sector at Palm Beach life insurance firm Jones Lowry, where he developed new business relationships with ultra-high net worth individuals.

Kramer received a bachelor's degree in political science from Florida International University and a master's degree in business administration with honors from the University of Miami. He resides in the Miami area with his wife, Anna McConnell, M.D., and three daughters, ages 14, 13, and 11.



Amy A. Powers, MBA, MSTX
Chief Development Officer

Amy Powers, Chief Development Officer, joined the Diabetes Research Institute Foundation team after five years serving as Executive Director of Major Gifts at Jupiter Medical Center. Under her leadership the team at Jupiter Medical Center contributed to its highly visible and successful \$300 million comprehensive campaign and oversaw several new strategic initiatives including a Women's Advisory Council and the implementation of a professional, metrics driven fundraising process. Prior to her post at Jupiter Medical Center, she was part of Cleveland Clinic Florida's development team where she solicited major gifts for the enterprise's clinical and research initiatives. Powers has over twenty years in the

not-for-profit fundraising arena, also spending 14 years as a development professional at the University of Miami, overseeing its regional development, annual giving, and alumni engagement programs. Originally from Connecticut, Powers has called South Florida home for almost 30 years. An alumna of the University of Miami, she earned a bachelor degree in business, as well as a masters of business administration and a masters of taxation from UM.



Lindsay Voltz, CFRE
Senior Director, Major Gifts

Lindsay Voltz, CFRE joined the Diabetes Research Institute Foundation team as Senior Director, Major Gifts after serving as the Director of Major Giving, Southeast at the Parkinson's Foundation. While with the Parkinson's Foundation, Voltz led major gift efforts for the southeast region of the U.S. and built a robust pipeline of major donors across nine states. Voltz has been in the nonprofit sector for more than thirteen years, with a focus on development and major gift fundraising for the majority of her career. Prior to her role at the Parkinson's Foundation, Voltz raised crucial funds for cancer research for Moffitt Cancer Center. Voltz held a number of

roles while at Moffitt, including as a Development Officer building a midlevel giving program, Associate Director of Principal Gifts during which time she secured multiple six and seven-figure gifts, and as Director of Corporate and Foundation Relations overseeing the program. Additionally, Voltz served as Director of Development and Engagement Initiatives for Obesity Action Coalition, a national patient advocacy organization. Voltz received her Bachelor of Arts in English and dance with a minor in political science from Barnard College, Columbia University. Voltz also earned her Certified Fundraising Executive (CFRE) credential in 2018.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Diabetes Research Institute Foundation seeks a Director of Major Gifts, Southeast with

- demonstrated experience and success in fundraising with a primary focus on closing major gifts above \$10,000;
- experience building a portfolio and achieving growing revenue through donor-centric relationship management approaches;
- an ability and commitment to learn about and communicate effectively (both written and verbal) the key scientific aspects of Diabetes research to build a case for support;
- excellent written communication, oral communication, and public speaking skills;
- flexibility, a positive attitude, and ease taking direction from multiple sources;
- an ability to thrive in a fast-paced, dynamic team environment, establish priorities, and meet deadlines effectively and efficiently; and
- experience with Raiser's Edge (preferred).

A bachelor's degree is required for this position as is at least five years of successful experience in fundraising and donor development for a nonprofit organization.

SALARY & BENEFITS

The Diabetes Research Institute Foundation offers a competitive compensation and benefits package.

LOCATION

The Diabetes Research Institute Foundation's headquarters is located in Hollywood, Florida. The selected candidate may work remotely from South Florida. Significant travel is required for this position.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the purpose of the Diabetes Research Institute Foundation to support the Diabetes Research Institute in its mission to develop and rapidly apply the most promising research to treat and cure those now living with diabetes.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Major Gifts, Southeast, Diabetes Research Institute Foundation.](#)

To nominate a candidate, please contact Gregory Leet:

gregoryleet@aspenleadershipgroup.com.

All inquiries will be held in confidence