



Chief Development Officer
RIZE Massachusetts, Boston MA
www.rizema.org

[RIZE Massachusetts](#) (RIZE) is an independent non-profit foundation working to end the opioid epidemic in Massachusetts and reduce its devastating impact on people, communities, and the economy. Partnering with executive and volunteer leadership, the Chief Development Officer (CDO) leads and manages a best-practice fundraising program with strategic prospect management at its core. Charged with growing donor engagement and revenue across fundraising channels, the CDO helps advance the foundation's vision of zero stigma and zero deaths related to opioid use disorder (OUD) by securing investments in meaningful solutions that will save lives and reduce harm.

Launched in 2017, RIZE is the result of visionary, influential providers, payers, unions and advocates coming together to address the alarming increase in OUD and overdose in Massachusetts. These founding partners convened with their public counterparts to develop and fund an operational platform on which a small, expert team has generated more than \$20 million for prevention and treatment services. As it approaches its milestone 5th Anniversary, RIZE continues to make great strides as the only foundation dedicated solely to ending the opioid crisis across the state. In its work to fuel evidenced-based, scalable, and coordinated initiatives, RIZE embraces innovation, connectivity, collaboration, and inclusivity – ensuring that those with lived experience are members of this partnership.

Position Summary: Reporting to the President & CEO as a key member of RIZE's senior leadership team, the CDO will bring thought leadership in identifying funding opportunities that support strategic objectives, developing case strategies, plans, goals, and timelines. As a front-facing champion of RIZE's mission, the CDO inspires, motivates, and engages individual and institutional prospects and donors to make impactful gifts, developing and managing a five-plus-figure gifts portfolio, and creating and executing innovative cultivation and stewardship activities.

Qualifications: The ideal candidate is a seasoned fundraiser with demonstrated experience working with executive and volunteer leadership to advance a strategic fundraising agenda; an effective relationship builder with superb interpersonal skills and an authentic comfort with a wide range of individuals and groups; a persuasive, credible, and polished communicator with solid writing and editing skills and comfort serving as an external "face" of the organization; proactive, flexible, and able to multi-task while meeting deadlines in a fast-moving work culture; customer-focused and tech savvy with strong organizational skills and a detail-orientation.

Education and Experience: BA/BS with 8+ years' progressive fundraising experience with consistent success in strategic prospect management (individual, corporate, and foundation donors); strong working knowledge of the principles and best practices of fundraising and experience developing comprehensive prospect and stewardship strategies. Record of success identifying, cultivating, soliciting, and closing gifts upwards of five-figures; strong volunteer management experience with proven ability to train, motivate, and lead; and experience developing and maintaining substantial relationships with diverse groups and populations in an outcomes-driven, impactful environment.

EOE M/F/VET/DISABILITY/GENDER IDENTITY/SEXUAL ORIENTATION

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