## **Managing Director, Play for P.I.N.K.**

## **THE BREAST CANCER RESEARCH FOUNDATION**

## Background

Breast cancer is a complex disease with no simple solution. Research is the key to stopping it in its tracks. Founded in 1993 by Evelyn H. Lauder, the Breast Cancer Research Foundation (BCRF) is the largest private funder of breast cancer research in the world. We invest in the best minds in science—from those investigating prevention, diagnosis, treatment, survivorship, and metastasis—giving them the opportunity to pursue their most innovative ideas. Our combination of investment and cross-disciplinary collaboration accelerates the entire field and builds momentum for new discoveries.

Since its inception, BCRF has invested over $900 million in research, which has significantly contributed to a 43% decline in breast cancer deaths over the past three decades. BCRF investigators have been behind every major breakthrough in breast cancer research, and the field is moving faster than ever.

Today, BCRF is the largest private funder of breast cancer research—and metastatic breast cancer research—worldwide and the country’s top-rated breast cancer research organization. BCRF is currently supporting 255 investigators across 14 countries at leading medical and academic institutions with $62.3 million in scientific grants.

## About Play for P.I.N.K.

We help 30,000 people a year turn their passion for play into lifesaving advances in breast cancer research. Play for P.I.N.K. (**P**revention, **I**mmediate diagnosis, **N**ew technology, **K**nowledge) supports volunteers organizing sporting and lifestyle events (primarily golf and tennis tournaments held at country clubs) to benefit the Breast Cancer Research Foundation.

Thanks to underwriting from The Estée Lauder Companies’ Breast Cancer Campaign, Play for P.I.N.K. (PFP) donates 100% of all proceeds to BCRF to fund the world’s leading researchers. The organization continues to grow in staff, geographic reach and its fundraising. Last year, over 250 events were organized by volunteers across 30 states raising a record-breaking $5.75 million. Since its inception, Play for P.I.N.K. has raised nearly $80 million to fund breast cancer research that is saving lives, improving outcomes and uncovering new approaches to this challenging disease.

## About the Role

The Managing Director, Play for P.I.N.K. (MDPFP) is a strategic leader responsible for managing and growing Play for P.I.N.K.’s fundraising program. They will play a key role in developing the PFP Board, staff and volunteers in a manner that will grow PFP’s revenue and will work in partnership with other BCRF team members to develop collaborations and other opportunities in support of PFP’s mission.

Reporting to BCRF’s President & CEO, the Managing Director is responsible for driving strategy for board and volunteer development and expanding PFP’s fundraising efforts. The Managing Director supervises two full-time staff positions as well as consultants and vendors. They will also partner closely with BCRF’s Chief Operating Officer who serves as PFP’s Chief Financial Officer.

The successful candidate will have expertise in managing volunteer Boards and volunteer-led events. They must be an exceptionally mission-driven strategist with a successful marketing and fundraising track record and a gifted communicator and collaborator.

## Primary Responsibilities

* As part of BCRF’s overall strategic plan, develop and implement an inspiring strategy and action plan that advances the PFP organization’s overall mission.
* Build new capabilities, utilizing industry best practices, professional networks and tools to grow PFP’s influence and impact.
* Be opportunistic and responsive to the external landscape to identify and seize opportunities, enlist new partnerships, and expand geographic reach.
* Inspire, nurture, and support a highly motivated and skilled staff, volunteer base, and consultants and manage the PFP budget.
* Partner with BCRF colleagues to maximize opportunities for building PFP and BCRF’s brand awareness and supporters.
* Lead PFP Board activities serving to inspire and support Board members and their activities. Grow and diversify the PFP Board while ensuring continuity.
* Work closely with volunteer leadership of the larger events to maximize the participant experience and ultimately the fundraising success. Provide fundraising and logistical support, as needed. Serve as PFP spokesperson at key events.
* Work closely with the CFO to ensure proper governance, and financial management including reporting and regulatory compliance. Oversee the procurement process to ensure effective expense budget management.
* Develop and implement volunteer stewardship that helps retain and grow participant involvement.
* Manage PFP’s external communications, coordinating closely with BCRF’s Marketing and Communications team and external vendors.

## Qualifications

* 15+ years of experience with nonprofit grassroots fundraising and/or similarly aligned corporate marketing and events management.
* Proven leadership skills including working with Board and other volunteer stakeholders.
* Interest in the sport of golf and/or tennis.
* Understanding of the fundraising and events marketing landscape including trends and best practices.
* Evidence of success in developing strategic plans, developing metrics and achieving goals.
* Skilled at responding to evolving organizational strategies, growing teams, building infrastructure, and improving operations and efficiencies.
* Excellent strategic communication skills, including written and verbal communication, public speaking skills, and keen attention to detail and nuance.
* Accustomed to working, problem solving and collaborating thoughtfully in a fast-paced environment.
* Ability to work creatively within a resource constrained environment while leveraging the broad and significant array of assets to maximum impact.
* Bring a data-driven approach to evaluating impact and overall decision making.
* Proven success leading and motivating high-performing teams.
* Passion for the mission and work of PFP and BCRF essential.

## Compensation

The salary range for this position is $140,000 - $170,000 annually, along with an exceptional benefits package focusing on employee physical, financial, and mental wellness.

This is a full-time position. There will be the occasional need to work extra hours in the evenings and on weekends to fulfill the requirements of the role.

## Location

This position is based in New York City, New York. While performing the duties of this role, you would be expected to be in the office at least three days per week.

## To Apply

To apply, please follow the instructions below:

Please submit a cover letter expressing your intention to apply for the role, and a CV using this link: <https://j.brt.mv/PortalViewRequirement.do?reqGK=2773202>

Only short-listed candidates will be contacted. Please, no phone calls. All inquiries will be held in confidence.

## Our Commitments

BCRF is proud to be an Affirmative Action/Disabled/Veterans Equal Opportunity Employer.

BCRF upholds an equal opportunity employment policy and employs personnel without regard to race, creed, color, ethnicity, national origin, ancestry, religion, sex, sexual orientation, gender identity or expression, marital status, age, physical or mental ability, veteran status, military obligations, genetic information, or any other basis protected by applicable law.   
This policy applies to all applicants, employees, consultants, third-party workers.

*Please note that this role description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities required of the employee for this role. Duties, responsibilities, and activities may change, or new ones may be assigned at any time, with or without notice.*