



THE NEXT BREAKTHROUGH COULD BE YOURS

May 1, 2010

Industry: Nonprofit/Health  
Function: Development, Sales, Strategy  
Capacity: Full time  
  
Employer: Prize4Life  
Job Title: Director of Business Development  
Job Location: Cambridge, MA

### **Organizational Description**

Prize4Life is a dynamic, start-up, 501(c)(3) non-profit organization that aims to create breakthroughs in effective ALS/MND (Lou Gehrig's disease) treatments using the leverage of large inducement prizes. Inspired by the success of other inducement prizes (such as DARPA's Grand Challenge, NASA's Centennial Challenges, and the X Prize Foundation), to date Prize4Life has raised over \$5 million and has launched both a \$1 Million ALS/MND Biomarker Challenge and a \$1 Million ALS Treatment Prize to stimulate scientific breakthroughs in ALS/MND. Website: [www.prize4life.org](http://www.prize4life.org)

In addition to offering inducement prizes, Prize4Life is also developing a number of scientific infrastructure-related projects including collaborations with the Alzheimer Research Forum to increase ALS-related scientific communication and develop a comprehensive, unbiased, and regularly updated collection of ALS-related genetic association studies. Furthermore, we are exploring the creation of a database of patient clinical data from failed ALS clinical trials. Prize4Life is also always on the look-out for projects capable of broadly leveraging the ALS research field.

Prize4Life takes pride in its collegial and go-getter culture. As a small 5-person start-up, employees at Prize4Life are expected to demonstrate flexibility and creativity in their day-to-day roles. In pursuit of our important mission, members of the Prize4Life team sometimes must take responsibility for tasks beyond their job description, or work outside standard working hours. At the same time, Prize4Life balances this commitment to mission with a flexible and family-friendly approach. We consider our employees to be our most valuable asset.

### **Job Description**

The position is an outstanding opportunity for a passionate, energetic, and entrepreneurial professional to help the organization obtain the resources necessary to achieve its critical mission. This includes identifying and managing a diverse portfolio of individual donors, foundation, and corporate prospects, and creating strategies to realize the giving potential of these.

The Director of Business Development must be a dynamic communicator with exceptional writing and editing skills, solid presentation skills, and the ability to manage multiple projects simultaneously.

The Director of Business Development is expected to eventually raise at least \$1 million per year in unrestricted funds for operating support, and conduct a capital campaign to raise an additional \$5 million

[WWW.PRIZE4LIFE.ORG](http://WWW.PRIZE4LIFE.ORG)

Prize4Life, Inc. 14 Cambridge Center, Cambridge, MA 02142 P 617-500-7527 E-MAIL [contact@prize4life.org](mailto:contact@prize4life.org)

to fund the various programs and prizes. In order to do that, the Director of Business Development will need to identify and qualify potential donors across the country and abroad.

The Director of Business Development will eventually be responsible for the strategy and execution of all aspects of resourcing the organization. In carrying out this objective, the successful candidate will be responsible for developing and implementing a comprehensive, effective, and well structured fundraising initiative that includes prospect identification and cultivation (individuals), proposal development (govt and foundations), solicitations, and sponsorships (business).

The Director of Business Development will maintain key working relationships with donors, prospects, staff, volunteers, and the Board of Directors.

### **Characteristics and Attributes**

- Smart
- Self-starter
- Passionate
- Team player
- Mission driven
- Results oriented
- Organized
- Resourceful
- High energy
- Sense of humor
- Leader by example

### **Responsibilities will include**

- Thoroughly understand Prize4Life – its history and culture; governance structure, staff, advisors, constituents and Board; finances and funding in order to represent Prize4Life as a spokesperson and fundraiser;
- Identifying, building, and maintaining a portfolio of 100 individual prospects and donors capable of gifts at the level of \$10,000+;
- Establish and work with the development committee to expand fundraising outreach and build a culture of fundraising;
- In collaboration with the CEO and Board, develop a systematic communication and fundraising plan that addresses the needs and concerns of each prospective donor group;
- Plan and develop materials that portray the Prize4Life story and advance the development program and goals to major categories of donors and individual prospects, ensuring that these materials are distributed in a targeted, regular, and timely fashion;
- Work with senior management and key directors to strategize the cultivation, solicitation, and close of major gifts from individuals, businesses, corporations and foundations;
- Work with staff and Board to plan and implement the staff and volunteer structures necessary for a capital campaign;

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- Coordinate and write foundation proposals, updates and reports;
- Supervise development resources to achieve organizational goals;
- Travel as needed, approximately 10 - 15%, to donors and prospects. The majority of travel will be in the Northeast United States however international travel may be necessary on occasion.

*Specific qualifications include:*

- Ability to represent the Prize4Life mission;
- Comfort with virtual management and the use of technology to foster communications;
- Demonstrated success in cultivating and closing major gifts
- Experience in strategic planning and plan implementation;
- Ability to make sensitive decisions regarding the best methods of and approaches to gift cultivation and solicitation;
- Identify and contact foundations, corporations and major donor effectively;
- Sense of humor and the flexibility and sensitivity to work with diverse personalities and situations;

**As Prize4Life is a small but growing start-up, like the rest of the staff the Director of Business Development will be asked from time to time to handle or assist with other tasks and responsibilities not enumerated herein.**

## **Qualifications**

- Strong oral and written communication skills, capable of communicating effectively with donors/investors and foundations/companies
- Strong interest and ability to network with donors, scientists, nonprofit leaders, members of the press, and others to build Prize4Life's network and reputation
- An ability to think strategically as well as develop and execute detailed plans
- Interest in working as part of a highly capable team or organization, especially a nonprofit, and the ability to drive results across functional areas
- Strong interpersonal and people management skills
- Self-directed and able to work independently without the need for direct supervision
- Proven problem-solving skills
- Entrepreneurial approach, proactive and action-oriented personality; strong sense of pace and urgency
- Comfortable working in the dynamic, flexible, and often unpredictable environment of a start-up
- Graduate degree (MBA, MA) preferred but not required
- Willingness to travel

Preferred Start Date: Immediate

Compensation: Commensurate with experience and fit

Sponsor International Candidates: No

## **To Apply**

AA/EOE. No phone calls, please. Email cover letter and resume to [jobs@prize4life.org](mailto:jobs@prize4life.org) (Subject line: Director of Business Development)

**WWW.PRIZE4LIFE.ORG**