



Supportive Living, INC.
— BRAIN INJURY PROGRAMS —

About Supportive Living, Inc.

Since its founding in 1991, Supportive Living, Inc. (SLI) has been a leader in improving the quality of life for people affected by brain injury and other neurological disorders. We have delivered neurorehabilitation programs to hundreds of individuals through our interdisciplinary model, which includes:

- Spearheading innovative initiatives and delivering multi-faceted neurorehabilitation and wellness programs with demonstrative results in physical, cognitive, and social functioning.
- Partnering with more than 60 colleges and universities to provide interns with experiential learning opportunities – training the next generation of healthcare providers with expertise in advancing the quality of life for those with neurological conditions.
- Collaborating with academic institutions on research and championing evidence-based best practices for caring for individuals in the chronic stage of brain injury and other neurological conditions.
- Providing affordable and appropriate housing, enabling residents to lead lives of independence and dignity in a supportive, welcoming community.

SLI delivers its services at its residential centers in Lexington, North Reading, Woburn, and Rockport and wellness partner sites in Andover, Beverly, Gloucester, and Marblehead.

SLI is at a pivotal point in its evolution. Given the success of its neuro-wellness programs and the high demand for services in the chronic phase of brain injury and other neurological conditions, SLI will be expanding its neuro-wellness programs with a goal of becoming a leader in neuro-wellness in eastern Massachusetts. To support the realization of this vision, we are actively recruiting a Director of Development to elevate our philanthropic efforts.

About the Director of Development Role

SLI is seeking a mission-driven, strategic-minded Director of Development to develop and lead a comprehensive philanthropic program to secure charitable contributions enabling SLI to achieve its growth milestones.

The DOD, reporting to the President and part of the leadership team, will be directly responsible for devising campaigns, building relationships, and securing charitable contributions. In this

work, you will provide leadership and be directly involved in all philanthropic outreach that supports SLI's mission including individual giving, major gifts, special events, and grants.

Key Responsibilities

- Act as a thought partner for the President, board of directors, and broader leadership team to identify robust, achievable opportunities for organizational growth and effectiveness.
- Design and implement a comprehensive goals-based fundraising strategy built on best practices for major gifts, annual giving, events, and relationship building to meet SLI's fundraising goals and position it for growth.
- Guide the President, leadership team, board members, fundraising volunteers, and staff in identifying, cultivating, and soliciting charitable gifts.
- Plan and implement fundraising events to increase visibility in the broader community and to facilitate the cultivation, solicitation, and stewardship of prospects and other key constituencies.
- Provide sound fiscal operation of all development operations including timely, accurate, and comprehensive budgeting, tracking income, managing expenses, reporting, and ongoing monitoring.
- Develop marketing, solicitation, and communications materials as necessary to achieve fundraising goals.
- Oversee with foundation, corporate, and government proposals as needed.
- Manage highly-confidential prospect information and ensure accurate donor records, gift receipts, and informational reports.

Qualifications

- Bachelor's degree or higher with 5-7 years of directly related work experience
- Demonstrated success in devising, implementing, and managing a comprehensive fundraising program, including the ability to cultivate, solicit, steward, and close five and six-figure gifts.
- Highly energetic individual with a track record of building and extending relationships with donors in ways that have a quantifiable impact on philanthropic revenue.
- Excellent written and verbal communication and presentation skills. Background in marketing or public relations preferred.
- Proven ability to exercise sound judgment and leverage high EQ
- Experience managing sensitive, highly confidential information with discretion
- Exposure to or interest in fostering board development and governance
- Occasional availability on nights and weekends as needed
- Familiarity with office productivity software, CRM applications, and enterprise software
- Experience in a healthcare setting preferred

Compensation and Benefits

The salary range for the position is \$90,000–\$110,000. The final agreed upon salary will be commensurate with the candidate’s professional experience, skills, and achievement.

SLI offers a comprehensive benefits package including health insurance, 401(k) retirement savings plan, 3-weeks vacation time, and 1 week of sick time.

Work Location

Flexible with company offices located in Lexington and Rockport.

To Apply

Please email your resume with a cover letter to info@supportivelivinginc.org