

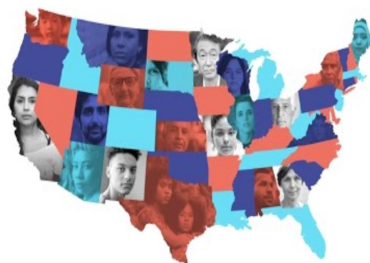


Director of Development Operations

Building a Better, More Equitable Health Care System

United States of Care is driving durable change towards a fairer health care system by designing, advocating for, and catalyzing people-centered policies federally and in the states. The organization was founded on the belief that they can ensure everyone has access to high-quality, affordable health care through nonpartisan, targeted, data-backed reforms.

Currently, policy advocacy is dominated by industry and does not reliably reflect the needs of the every-day person. United States of Care is pioneering a nonpartisan People-Centered Design approach to reforming our health care system. Over the last six years, they have spent over 5,000 hours listening to more than 10,000 people across demographics in every state to establish a unique understanding of the challenges that people face in the current health care system. This is the basis of their actions and work.



Access the full video:
<https://youtu.be/8s4OuEMwZXs>

Mission

To ensure that everyone has access to quality, affordable health care regardless of health status, social need or income.

Vision

United States of Care envisions a health care system that provides people with high-quality, personalized care that meets their unique needs at a price they can afford. In this improved, easy-to-navigate system, people will know they can depend on their health care coverage throughout life's changes, and get the care they need, when and how they need it.

Goal

To expand access to quality, affordable health care in the near term while paving a path toward durable, people-centered federal policies that achieve our mission.



United State's of Care's Areas of Work

United States of Care is driving a people-centered approach to identifying, creating, and implementing state and federal policies that meet people's needs and prioritize equity.



Research & Listening to People

US of Care has led a strategic initiative to employ listening as a foundational step to informing the direction and priorities of the organization's work. Too much of the current health care system has been influenced by partisan politics and well-funded special interests. US of Care seeks to shift that dynamic and center the conversation about health care around the needs of people. They are particularly interested in identifying inequities people face when seeking health care to inform appropriate policy solutions to close this gap.



Innovation & Policy Design

US of Care cultivates a new space for innovation and policy design that brings together a diverse set of stakeholders from everyday people, and the public, private, philanthropic and nonprofit sectors. They gather and utilize data and research, highlight opportunities, collaborate, and envision an improved national health care system centered on people's needs and shared values.



State & Federal Efforts

The US of Care team of political operatives strategically identifies opportunities where their skills and expertise are needed. They collaborate with local and national leaders to enhance, support, and build campaigns to get policies on the agenda and over the finish line. They work at the state and federal levels to secure legislative and executive solutions that most effectively eliminate the barriers people face to accessing affordable health care.



The Opportunity

The Director of Development Operations reports directly to the Chief Development Officer (CDO) as a true right hand. The Director of Development Operations will be responsible for developing, implementing, and maintaining systems that ensure the successful and effective implementation of the department's annual development plan. They will be responsible for ensuring operational excellence, efficiency, and rigor in implementing the development team's fundraising strategy, providing data analysis to processes, and reporting in support of fundraising.

This role will manage a team of 1.5 FTEs, directly supervising the Operations and Development Assistant and a to-be-hired position for a visual information specialist. This is a great opportunity to join a team dedicated to transforming health care in the United States.

Responsibilities:

Strategy and Implementation

- Serves as a strategy partner with CDO in ensuring the team's success in meeting its fundraising goals through implementing the systems that will enable large-scale fundraising campaigns and events, including analyzing data to identify goals and target donors, and creating systems within our CRM and in the team's workflow.
- Design and implement standardized reports that empower quarterly assessments of income, plans, and projections. Facilitate a dynamic evaluation of fundraising strategies, allowing for timely adjustments and enhancements.
- Drive development operations strategy to provide the infrastructure, processes, procedures, and systems that optimize efficiency and productivity through iteration on the Development Team's Standard Operating Procedure manual.
- Recognize opportunities for innovative solutions and create an environment where alternative viewpoints are welcomed.
- Works with the Chief Development Officer to assess and determine appropriate technologies including the team's fundraising CRM, managing projects related to selection, installation, implementation, and maintenance of fundraising technologies.

The Opportunity (continued)

Financial Oversight and Reporting

- Collaborate closely with the Operations Department to institute a robust check-and-balance system, ensuring accurate reconciliation of donations with financial and other records. Maintain a regular schedule for reconciliation to uphold financial integrity.

Operations and Events

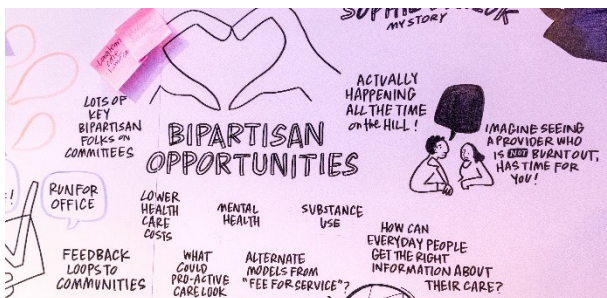
- Develops, implements, and monitors fundraising systems including those that project revenue and track donor pipelines, the implementation of moves management, reporting mechanisms, information technology, and data infrastructure to support operations as they relate to all fundraising programs consistent with the development team's annual development plan.
- Work with the Director of Special Events to create a rubric for analyzing meaningful metrics to assess and enhance in-person events and virtual experiences.

Team Management

- Provide team members with the information, tools, and resources to improve performance and reach objectives.
- Promote accountability, communicate expectations, and provide constructive feedback informally and formally via regular one-on-ones and performance reviews.
- Create and sustain a work environment of mutual respect where team members strive to achieve excellence.
- Hire, orient, and lead team members as necessary.

Knowledge, Skills, and Abilities

- Strategic thinker with strong analytical skills
- Expertise in Raiser's Edge
- Problem-solving abilities paired with excellent judgment
- Ability to train and answer questions from non-technical users
- Attention to detail
- Ability to prioritize and manage multiple projects and deadlines.







Submit your application at:
<https://driwaterstonehc.com/position/director-of-development-operations-united-states-of-care/>

Compensation:

\$105,000-\$120,000

Location:

Remote

Equal Opportunity Employer

United States of Care provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type on the basis of race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and professional development.

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews for this position will take place via video conference with DRiWaterstone.

About DRiWaterstone

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.