



NATIONAL ALLIANCE

for Eating Disorders



Director of Development Palm Beach Area



About the National Alliance for Eating Disorders

Supporting Those In Need and Advocating for Change

Since 2000, the National Alliance for Eating Disorders has worked tirelessly to ensure that all individuals and their loved ones experiencing eating disorders receive the necessary care and support they deserve so that no one has to suffer alone.

Eating disorders do not discriminate between age, gender, race, ethnicity, wealth, job status, sexual orientation, ability, neurodiversity, and body shape/size. Eating disorders are complex, biopsychosocial illnesses that will affect more than 29 million Americans in their lifetime. They have the second highest lethality rate among all psychiatric illnesses, with someone dying every 52 minutes as a direct result of an eating disorder. Unfortunately, less than 20% of individuals experiencing eating disorders will ever receive access to care.

The Alliance offers comprehensive services, including:

- Free therapist-staffed helpline offering support and referrals to all levels of care.
- Comprehensive and interactive referral website and app, findEDhelp.com.
- Free, weekly, therapist-led support groups nationwide (virtual and in-person) for those experiencing eating disorders and for their loved ones.
- Early-intervention educational programming on high school and college campuses, as well as presentations and training days for healthcare providers.
- Very low-cost, life-saving, outpatient treatment to underinsured and uninsured adults in the South Florida Community.

Since 2000, The Alliance has worked tirelessly to raise awareness; eliminate secrecy and stigma; promote access to care; and support those susceptible to, currently experiencing, and recovering from eating disorders.



Mission and Impact: Help. Support. Recovery.

Addressing the Stigma through Action and Advocacy

- Hosted the first summit on eating disorders at the United Nations in 2023.
- Primary resource and consultant to Instagram, Facebook, Threads, Tiktok, YouTube, Pinterest, and Snapchat.
- Appointed to the Interdepartmental Serious Mental Illness Coordinating Committee under the Federal Agency on Health and Human Services.
- Consulted and advised on Dove's *Cost of Beauty* film and Brittany Snow's new award-winning film *Parachute*.
- Board member and former chair of the Eating Disorders Coalition for Research, Policy, and Action.
- Long-standing relationships with key members of Congress and the Senate, and was part of the first Eating Disorder Roundtable at the White House.



https://drive.google.com/drive/folders/1cm6Rz4E5i5N-62qVdIR0ZfOeBvi5HhZr?usp=drive_link

Testimonials

“Eating disorders have the power to make you feel like you are the only person on this earth. I felt so alone. The Alliance empowered me to feel like this is a fight that I do not have to battle alone. The Alliance saved my life.” - Eva

“When my wife began her recovery process, she mentioned there was a support group for family members that The Alliance hosted. That is where I picked up the tools to be able to support my wife in the most loving and caring way. I learned how to communicate in a healthy and more loving way with my wife. As a result, I felt I could support her so much better.” – Frank



The Opportunity

The Alliance seeks a passionate and strategic Director of Development.

This unique opportunity requires you to bring your entrepreneurial skills, creativity, and innovation to the leading national non-profit organization providing education, referrals, and support for all individuals experiencing eating disorders, as well as their loved ones.

This is an invaluable opportunity for a seasoned and proven major gifts officer ready for their next move. In this important position, you will build and implement a national major gifts program, paving the way to significantly grow the revenue and impact of this organization.

This opportunity is strategic, hands-on, and focused on growth. In this pivotal role, you will collaborate closely with the Founder and CEO, the Board of Directors, and senior volunteers, as an integral part of the team driving the fundraising strategy.

The Alliance purposely and intentionally seeks to promote employees from within and this role will have upward mobility for the ideal candidate who meets and exceeds goals. This is an extraordinary opportunity to have a life-saving impact on so many lives.



The Opportunity (continued)

Responsibilities:

The successful candidate will:

- Leverage the long-standing support from the Palm Beach community to launch a major gifts program.
- Implement existing major gift strategies, create new ones, and play an integral role in meeting the revenue needs of The Alliance as it continues to grow nationwide.
- Be an implementor, entrepreneur, and innovator, with a strong desire and drive to meet with donors
- Build and nurture relationships with donors, ensuring they receive consistent recognition and a comprehensive understanding of how their contributions positively impact the organization.
- Identify, cultivate, and solicit a portfolio of major donors, and steward existing donors to ensure their ongoing support. A current portfolio exists but the successful candidate will be unafraid to seek out new potential donors and grow those relationships.
- Proactively research and contact potential donors and financial advisors to develop a robust pipeline of long-term support.
- Maintain up-to-date revenue projections toward annual revenue goals in collaboration with Organization Leadership.
- Be a thought partner to the Founder and CEO to identify additional revenue streams to support program expansions.
- Provide coaching and support to the CEO's portfolio of major donors.
- Manage and mentor the Development Coordinator and build the team as the department continues to grow.



The Candidate

Qualifications and Skills:

The Alliance is seeking a seasoned and proven major gifts development professional with a proven track record in high-net-worth individual fundraising. The successful candidate will have demonstrated experience fostering a culture of philanthropy for an organization.

Desired qualifications and skills:

- Commitment to the mission of The Alliance.
- Proven entrepreneurial and innovative approach to building a successful major gifts program that has delivered a consistent and growing revenue stream.
- Creative thinker who develops data-driven strategies.
- Demonstrated track record of successfully cultivating and securing six-seven figure gifts from high net-worth individuals required.
- Proven success in building and growing relationships.
- Proficiency with CRMs, Donor Perfect preferred, with the ability to analyze data.
- Experience supporting external stakeholders (e.g., donors, volunteer leadership).
- Prior experience working with major donor communities in Palm Beach, New York, California, and/or another major wealth center.
- Exceptional writing and verbal communication skills.
- Strong organizational skills and project management acumen, ability to be flexible.
- Bachelor's degree and seven or more years of experience in fundraising.



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Submit your application at:
<https://driwaterstonehc.com/position/DoD-NAED/>

Location:

Palm Beach, Florida

In-office position requiring travel and external meetings.

Compensation:

Salary: \$110,000-\$130,000 per year.

All first-round interviews for this position will take place via video conference with DRiWaterstone.

Equal-opportunity employer:

The National Alliance for Eating Disorders provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to 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.

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.