Pedal the Cause: Director of Development

Reports to: Executive Director

Please submit a resume, cover letter, and two references to HR@pedalthecause.org.

Organization Mission

Pedal the Cause accelerates breakthrough cancer research at Siteman Cancer Center and Siteman Kids at St. Louis Children's Hospital by inspiring and mobilizing a community committed to curing cancer.

Position Overview

The Director of Development is a key member of the Pedal the Cause leadership team, responsible for driving revenue growth through corporate partnerships, sponsorships, grants, and strategic fundraising initiatives.

This is a **high-impact, highly visible role for an experienced development professional who wants to build, lead, and make a measurable difference**. The Director will lead sponsorship strategy, cultivate and steward corporate and foundation relationships, identify new revenue opportunities, and create exceptional partner experiences that drive long-term engagement and investment in cancer research.

Pedal the Cause is a **small organization with an extraordinarily large impact**. Our annual event is among the largest of its kind in the country, and our beneficiary, Siteman Cancer Center, is a nationally recognized cancer center. This role offers the opportunity to see the entire organization, work directly with leadership, contribute ideas beyond traditional departmental boundaries, and have a meaningful voice in the organization's future.

We are looking for an experienced fundraising professional who is energized by **ownership, visibility, collaboration, and entrepreneurial thinking**. This is a one-person development function supported by a strong, collaborative team, and it requires someone comfortable with flexibility and a high degree of ownership.

The Director will work closely with the Executive Director and directors across the organization to achieve flexible fundraising goals, strengthen community partnerships, and expand Pedal's impact.

Sponsorship & Relationship Management

- Lead the strategy, cultivation, stewardship, and retention of corporate sponsors and key partners.

- Manage sponsorship fulfillment, communications, activations, and recognition to deliver an exceptional partner experience.
- Build relationships with senior executives, community leaders, and philanthropic decision-makers to grow long-term investment.
- Clearly communicate Pedal the Cause's value and the impact of each partnership on cancer research.
- Maintain accurate sponsor and relationship data in Salesforce and ensure strong follow-through on commitments.

Grants & Foundation Relations

- Identify, cultivate, and grow relationships with foundations and corporate giving programs.
- Lead grant strategy, applications, reporting, deadlines, and stewardship.
- Develop opportunities to expand foundation support and diversify revenue.
- Lead the Board Development Committee and support board members in development and fundraising efforts.

Development & Growth

- Identify and pursue new revenue opportunities, strategic partnerships, and innovative approaches to fundraising.
- Collaborate with leadership to develop strategies that increase philanthropic support and strengthen donor and partner engagement.
- Bring an entrepreneurial, growth-oriented mindset to identifying opportunities beyond traditional fundraising models.

Organizational Leadership & Collaboration

- Partner with the Executive Director and directors across marketing, events, finance, and operations to align fundraising strategy and organizational priorities.
- Participate in strategic planning, budgeting, revenue forecasting, and organizational decision-making.
- Develop and monitor reports, dashboards, and pipelines to track revenue performance and progress toward goals.
- Contribute beyond the traditional boundaries of development, actively engaging in organizational problem-solving and the broader Pedal the Cause experience.

Qualifications & Experience

- **5+ years of progressive experience** in fundraising, corporate partnerships, sponsorships, business development, account management, or a related field.
- Demonstrated success securing and growing corporate partnerships, sponsorships, or philanthropic revenue.
- Proven ability to build and maintain trusted relationships with senior executives, business leaders, community leaders, and philanthropic partners.
- Exceptional written, verbal, and presentation skills.
- Ability to use Microsoft products and Canva.
- Strong organizational, project management, and follow-through skills with the ability to manage multiple priorities.
- Experience with CRM/donor management systems; Salesforce preferred.
- Strong business development instincts with the ability to identify and pursue opportunities others may overlook.
- Ability to work independently while collaborating effectively across a small, highly entrepreneurial team.
- Comfortable with adaptive, shifting priorities, and contributing outside traditional areas of responsibility.
- Confidence to take ownership, make decisions, bring ideas forward, and have a meaningful voice in the organization.
- Bachelor's degree or equivalent professional experience; advanced nonprofit education is a plus.
- Genuine interest in Pedal the Cause's mission and the ability to authentically communicate its impact to corporate and philanthropic audiences.

The Person Who Will Thrive Here

The right person for Pedal is someone who works best with a small team to create **meaningful ownership, meaningful impact, and a meaningful voice**.

You are strategic and hands-on, comfortable building a sponsorship strategy while also jumping into an immediate organizational need. You thrive in a collaborative environment where ideas move quickly, and your role extends beyond a traditional job description.

You want to **build, not simply maintain**. You see opportunity, take initiative, build relationships, and are energized by the chance to help shape an organization's growth.

Most importantly, you want to be proud of where you work and know that your work matters.

Why Pedal the Cause?

Pedal the Cause is a **small organization with an extraordinary impact**. Our event is among the Top 10 of its kind in the country, and the funds we raise directly support breakthrough cancer research at Siteman Cancer Center and Siteman Kids at St. Louis Children's Hospital. Local support creating global impact.

At Pedal, you will have the opportunity to:

- **Have a voice** and help shape strategy.
- **Own your work** and build the development function.
- **See the whole picture** and collaborate across the organization.
- **Build something** by growing relationships, revenue, and new opportunities.
- **Be part of a team** that is passionate about what we do.
- **Make a measurable impact** on cancer research.

If that sounds like the kind of environment where you will thrive, we want to hear from you.

Pedal the Cause offers competitive compensation, a comprehensive benefits package, generous paid time off, professional development support, and a 401(k) retirement plan. Pedal the Cause is an equal opportunity employer.

Compensation commensurate with experience, between $80,000 - $105,000 annually.

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