

## Chief Revenue Officer

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|----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|--------------------------------------------|
| <b>Reports To:</b>                                 | Chief Executive Officer (CEO)                                                                                                                                                                                                                                                                                                                                                                   | <b>Manages:</b>               | Sr. Director of Development                |
| <b>Remote / In-Person:</b>                         | Hybrid                                                                                                                                                                                                                                                                                                                                                                                          | <b>Location:</b>              | 2118 E. Madison St,<br>Baltimore, MD 21205 |
| <b>Exempt / Non-Exempt / Contract / Temporary:</b> | Exempt                                                                                                                                                                                                                                                                                                                                                                                          | <b>Full Time / Part Time:</b> | Full Time                                  |
| <b>Compensation:</b>                               | \$125,000 - 150,000 per year depending on experience                                                                                                                                                                                                                                                                                                                                            |                               |                                            |
| <b>Benefits:</b>                                   | <ul style="list-style-type: none"> <li>● PTO - 15 days/yr prorated</li> <li>● 13 paid holidays</li> <li>● Employer funded health insurance</li> <li>● Retirement plan + 3% match</li> <li>● Employer funded STD, LTD, AD&amp;D and life insurance</li> <li>● Employer funded employee assistance program</li> <li>● Monthly reimbursements for cell phone (\$50) and wellness (\$20)</li> </ul> |                               |                                            |

**About Us:** Ulman Foundation is a non-profit organization that changes lives by creating a community of support for young adults, and their loved ones, impacted by cancer. We offer support to adolescent and young adult patients, survivors and their loved ones through our patient navigation programs, our traditional and non-traditional support groups, and through Ulman House (“the House”), our no-cost home away from home for those traveling to Baltimore for treatment.

At Ulman, we believe the community of support that we create for our patients begins with creating a community of support amongst our team. We strive to maintain an environment where we can all bring our best, most authentic, and whole selves to work, where we feel seen, heard, respected and valued, and where we have the tools, resources and support we need to be successful in our work and in our lives.

Cancer affects us all. The Ulman Foundation supports and recognizes each individual as a whole. No matter where you’re from, what you believe, who you love, or how you identify, you are welcomed, respected and supported within the Ulman Community.

**About the Chief Revenue Officer Role:** As the Ulman Foundation Chief Revenue Officer (CRO) you will be responsible for working with the CEO, COO, Sr. Director of Development, Sr. Director of Events & Experiences and members of the Ulman Foundation Board of Directors to evolve and lead the execution of the organization’s revenue generation strategies. In this role you will have both leadership responsibilities, management responsibilities, and individual contribution goals. As the CRO, you will be a second “face of the organization” alongside the CEO, and will represent the organization at events and in the community. You will collaborate with the CEO and Sr. Director of Development to lead our Development efforts, serve as a member of the organization’s leadership team, and be a key partner to our Events & Experiences, Marketing and Service & Care Delivery teams. You will also be personally responsible for creating and executing strategies that engage corporate partners, both large and small, in our community and in supporting our mission. You will identify and manage a portfolio of prospects, relationships, and partnerships focused on involving business leaders and employees in volunteering, fundraising, event attendance and sponsorship, and philanthropy.

**Ulman House**  
2118 East Madison St.  
Baltimore, MD 21205

[ulmanfoundation.org](http://ulmanfoundation.org)  
[info@ulmanfoundation.org](mailto:info@ulmanfoundation.org)  
410.964.0202

Specific responsibilities of this position include:

Lead and manage the Development function within the organization

- Provide leadership and management support to the Sr. Director of Development, and by extension, the Development Coordinator and any additional staff or contractors supporting our development efforts
- Lead the implementation of strategic growth initiatives related to our development and revenue generation strategies
- Work with the CEO, Sr. Director of Development, and members of the Ulman Foundation Board of Directors to ensure that development-related board committees are operating effectively and contributing as much as possible to the success of the organization
- Ensure that our development efforts are operating as effectively and efficiently as possible, and that they are integrated with the broader operations of the organization
- Lead and support the continued evolution of our donor management and stewardship efforts

Lead corporate development/sponsorship efforts for Ulman

- Develop and execute a strategy to identify and build new business relationships that can support Ulman's philanthropic and mission delivery goals
- Partner with other Ulman Foundation leaders and teams, board members, and community members to cultivate and grow relationships with prospective business partners
- Manage a portfolio of corporate partnerships and relationships, working with Development, Marketing, Events & Experiences and Service & Care Delivery staff to ensuring ongoing engagement, sponsorship/partnership benefit delivery, and ongoing stewardship
- Collaborate with the Director of Marketing & Communications and the Sr. Director of Events & Experiences on preparation of corporate marketing materials and sponsorship/partnership proposals

Leadership & Administration

- Participate actively in leadership team meetings and board meetings, and represent Ulman Foundation leadership in all staff settings, including meetings, social events, and activities
- Represent the organization positively in public at all times by acting as a professional representative and ambassador of our work
- Support the mission and goals of the organization by supporting and participating in both revenue generation and mission delivery efforts and programs
- Track cultivation, solicitation, and stewardship efforts in the organization's CRM system

Other duties as assigned.

**About You:** If you are an experienced strategic leader with a track record of success in sales, development, and/or relationship management and are looking to put your skills to use and grow within a purpose-driven and mission-centric organization, this could be a great role for you. To be successful in this role you must be passionate about leadership, business strategy, relationship building, and bringing people together around the mission of our organization. To be considered for this position you must have a high school diploma and experience leading teams in corporate philanthropy, B2B sales, business development, corporate partnerships and/or nonprofit development.

**To Apply:** If you are interested, please submit a cover letter and resume to [susan@spectacletalentpartners.com](mailto:susan@spectacletalentpartners.com) with "Chief Revenue Officer" as the subject line.

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