

Impact Development Manager

Job description

This is a newly created position with an overall goal of streamlining comprehensive fundraising activities and campaigns, while ensuring optimal donor engagement, with ongoing evaluation of progress toward goals.

Working under the guidance of the Executive Director, this position will creatively, strategically and with a focus on programmatic and service growth, develop a philanthropic-centric, ongoing donor cultivation program.

Responsibilities:

Fundraising Strategy and Execution:

- Develop and implement comprehensive fundraising plan aligned with defined strategic goals.
- Cultivate relationships with donors, corporate sponsors, and grant-making organizations to secure funding.
- Research to increase foundation and corporate support.

Donor Relations and Stewardship:

- Manage and expand the donor database to ensure accurate records and effective communication.
- Create and oversee donor recognition programs to enhance engagement and loyalty.
- Plan and execute annual giving campaigns, including direct mail and online giving initiatives.

Partnership Development:

- Identify and develop strategic partnerships with businesses, community leaders, and other organizations to support programming and fundraising initiatives.
- Represent Girls Inc. of Bay County at community events and meetings to strengthen visibility and relationships.

Reporting and Analysis:

- Track fundraising metrics and prepare reports to evaluate progress and inform future strategies.
- Ensure compliance with all fundraising regulations and ethical standards.

A working knowledge of a variety of programs and tools that support fundraising, donor management, reporting, and communication is required - **see below:**

Bloomerang or similar – Cloud based CRM

Grant Management:

*For instance - GrantHub, Instrumentl, etc.

Fundraising Platforms & Crowdfunding:

Such as: GoFundMe Charity, Classy, GiveLively, Network for Good, and others –

Data Analytics & Reporting experience a plus.

Required Skills:

Excellent relationship management and public relations abilities

Experience in event planning and strategic planning

Grant research and writing a plus

At least 7 years of successful and impactful fundraising for small to mid-sized nonprofits required.

*Resume and Cover Letter Required

No phone calls, please.

Job Type: Part-time

Pay: \$24.00 per hour

Expected hours: 24 per week

Schedule:

- Evenings as needed
- Monday to Friday
- Weekends as needed

Work Location: Hybrid remote in Bay County