



The Peel Compton Foundation is hiring for a Senior Development Manager!

Title: Senior Development Manager

Status: Full-Time

Salary Range: 75K – 85K (with a comprehensive benefits package)

For inquiries please contact our HR, Randy Weiss: randy.weiss@peelcompton.org

Drive our growth and impact as our next Senior Development Manager. We are looking for a relationship-driven fundraiser to spearhead our contributed revenue initiatives. In this role, you will build powerhouse corporate alliances, run exciting fundraising events, and champion donor engagement that secures the future of our community foundation.

Job Summary

The Senior Development Manager is a key member of the Peel Compton Foundation Development team, responsible for driving contributed revenue through corporate partnerships, sponsorships, fundraising events, donor engagement, and stewardship.

Working closely with the Director of Development, this position will build and manage a strong portfolio of corporate partners and donors while identifying new opportunities to grow contributed revenue across the Foundation. The Senior Development Manager will take a leadership role in moving relationships from cultivation through solicitation, renewal, and increased investment.

This position is ideal for an experienced development professional who is ready to take greater ownership of revenue goals, independently manage donor and corporate relationships, and help build a growing development program.

Duties & Responsibilities

- Lead the Foundation's corporate partnership and sponsorship program, including prospecting, cultivation, solicitation, proposals, renewals, upgrades, and multi-year partnerships.
- Build and manage a robust corporate prospect pipeline and other mission-aligned companies.
- Cultivate, solicit, and steward a portfolio of corporate partners and individual donors, conducting meetings, tours, presentations, and asks to grow contributed revenue.
- Lead fundraising strategy and revenue generation for Foundation events, programs, and initiatives, including sponsorship packages and customized partnership opportunities.
- Develop and oversee year-round sponsor and donor stewardship strategies that increase retention, engagement, and long-term investment.
- Identify high-potential donors and corporate relationships for increased giving and partner with the Director of Development on major gift and strategic opportunities.
- Manage corporate and fundraising event relationships from initial outreach through activation, recognition, fulfillment, and renewal.
- Track pipeline activity, fundraising performance, sponsorship revenue, renewals, and forecasts and provide regular reporting and recommendations to the Director of Development.
- Partner with the Development Manager to ensure strong execution of events, sponsorship fulfillment, donor communications, CRM activity, and stewardship initiatives.
- Support annual development planning, revenue goal setting, budgeting, and evaluation of fundraising strategies.
- Represent Peel Compton Foundation at donor meetings, corporate meetings, community events, networking opportunities, and Foundation events.
- Collaborate across departments to identify creative partnerships and revenue opportunities that connect corporate and donor interests with the Foundation's properties, programs, and mission.

Required Skills & Abilities

- Strong relationship-building, fundraising, sales, and communication skills.
- Demonstrated ability to cultivate relationships and successfully solicit financial support.
- Experience managing corporate partnerships, sponsorships, donor portfolios, or other revenue-generating relationships.
- Comfortable independently conducting donor meetings, presentations, tours, and solicitations.
- Entrepreneurial mindset with the ability to identify and develop new fundraising opportunities.
- Strong project-management and organizational skills with the ability to manage multiple relationships, deadlines, and priorities.
- Ability to analyze fundraising performance, manage a pipeline, and make recommendations based on results.
- Experience working with donor databases or CRM systems.
- Strong collaborative skills and ability to work across departments.
- Excellent verbal and written communication skills.

Education & Experience

- Bachelor's degree preferred.
- Three to four years of nonprofit development, fundraising, sponsorship, corporate partnership, or related experience required.
- Demonstrated experience cultivating donors or corporate partners and generating contributed revenue required.
- Experience managing a portfolio of relationships and moving prospects through cultivation, solicitation, and stewardship preferred.
- Northwest Arkansas corporate or community relationships are a plus.

Physical Requirements

Physical demands described are representative of those that must be met by an associate to successfully perform the essential functions of this job. If requested, reasonable accommodation may be provided to enable individuals with disabilities to perform essential functions.

This position requires a combination of office-based work and attendance at Foundation properties, donor meetings, community events, and fundraising activities. Evening and weekend availability will occasionally be required based on events and donor engagement opportunities.

This position description is intended to describe the general nature and level of work performed and is not an exhaustive list of all duties and responsibilities. Peel Compton Foundation reserves the right to amend responsibilities to meet organizational needs.

Peel Compton Foundation is an equal opportunity employer and is committed to building and maintaining a diverse and inclusive workplace.