Manager, Development

San Diego, CA
Full Time
Development Manager/Supervisor
Salary: $70,000 – 85,400

The Development Manager is responsible for implementing a successfully comprehensive program, that will meet financial goals for the "Walk to Defeat ALS" initiative, and develop additional fundraising events.

Responsibilities and Duties: Core duties and responsibilities include the following. Other duties may be assigned.

- Develop and implement a comprehensive plan to meet an income portfolio goal of $350,000 that includes the Greater San Diego Walk to Defeat ALS and other fundraising events of the Chapter or from third parties.
- Responsible for the recruitment, stewardship, and retention of Event committee chair and members as well as building strong relationships with community partners.
- Responsible for the recruitment, stewardship, and retention of team captains and individual walkers; secure maximum income from each individual and team in assigned region.
- Manages all logistical details for all events in region or delegates to committee volunteers.
- Ensures the Walk site(s) and other events operate within budgetary guidelines.
- Actively looks for and takes action to develop first time and smaller corporate and family donors into larger donors, incorporating “moves management” (cultivation, solicitation, renewed contributions, moving donor from lower level to higher level) as part of stewardship. Where opportunity presents itself, actively cultivates and when appropriate solicits donors for planned gifts and/or major gifts with support from the Territory Director of Development and active Chapter Council Members.
- Support the development team in identifying and developing grant requests from corporate, private and community foundations.
- Works with Care Services staff to involve patients and families in awareness and fundraising activities.
- Works with chapter staff to achieve marketing and public relations objectives.
- Prepare materials including website copy, ad designs, collateral materials, flyers, newsletter articles. The position will work with the media and lead social media activities.
- Engages the public by representing the Chapter and speaking at community events.

QUALIFICATIONS AND SKILLS
• Bachelor’s degree, or equivalent experience, required.
• A minimum of three years of relevant experience.
• A proven successful track record in fundraising (preferably peer-to-peer and corporate), and fundraising event management required.
• Capable of building relationships across all levels of an organization including, but not limited to, Board of Directors, staff and volunteers.
• Must be comfortable initiating traditional fundraising techniques (i.e. cold calling, overcoming objectives, asking for the gift, etc.)
• Volunteer management experience is a must-have.
• Grant writing experience is a huge plus.
• Skilled communicator, with superior interpersonal, verbal and written skills.
• Proficient in the use of Microsoft Word, Convio, and DonorPro.
• Requires a minimum of 50% travel.
• Will require some weekend work, related to event dates.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status.

The ALS Association endeavors to make www.als.org accessible to any and all users. If you would like to contact us regarding the accessibility of our website or need assistance completing the application process, please email onlineaccommodations@alsanational.org. This contact information is for accommodation requests only and cannot be used to inquire about the status of applications.

Where permitted, employment is contingent upon proof of completion of the COVID-19 vaccination series (and booster(s), if eligible) by the employment start date, subject to potential exemptions to be considered on a case-by-case basis.