**Development Manager**

Equation Collaborative is looking for a full time Development Manager to support the development and execution of a comprehensive fundraising strategy.

Equation Collaborative is a 501(c)3 nonprofit organization on a mission to equalize opportunities for a healthy and dignified life. In pursuit of our mission, Equation Collaborative manages +BOX, a program launched in April 2020 that works alongside schools to distribute boxes of fresh, healthy, nutrient rich food to nutrition insecure students and their families in San Diego. Last year, +BOX distributed 19,275 boxes with 78,450 servings and over 230,000 pounds of healthy food to families who don’t have enough food to meet their basic needs.

The Development Manager will work closely with the Executive Director and Director of Strategic Partnerships to develop and implement a fundraising strategy aligned to the strategic plan and programmatic growth goals for +BOX. This is an opportunity for an experienced Development professional to make a significant impact on the shape and direction of an early stage nonprofit with ambitious goals to address food insecurity.

The Development Manager will:

- Develop and execute a fundraising plan that includes public, foundation, corporate, and private donors.
- Conduct the fundamentals of fundraising (identification, qualification, cultivation, solicitation, stewardship, and recognition of donors).
- Engage prospective donors to establish effective communications and foster ongoing relationships.
- Support and advise the Executive Director on fundraising strategies, opportunities, and activities.

Qualifications:

- Experience in developing identification, cultivation and solicitation strategies
- 2+ years experience in professional fundraising or equivalent experience, preferably in the San Diego area
- A self-starter who is goal driven to initiate donor meetings and fundraising calls
- Ability to work independently to complete projects and tasks, sometimes with little direction or supervision
- Excellent communication skills.
- Based in San Diego County
- Experience and/or knowledge of issues and challenges related to food insecurity, food justice, or nutrition preferred but not required.

Compensation & Details:

- $55,000 - $60,000 a year, plus potential for performance bonus
- Flexible work schedule
- Development Manager will report directly to the Executive Director
- A unique opportunity to influence the direction of an early stage nonprofit organization

www.equationcollaborative.org
● An opportunity for professional development/growth within the organization
● Conveniently located in the Carlsbad Gateway Center
● +BOX gear included!

To apply, please submit a cover letter and resume to: wesley@equationcollaborative.org