

Development Manager, Corporate & Individual Fundraising

Location: Greeley, CO
Time type: Full time
Posted: August 17, 2026
Time left to apply: End Date: September 17, 2026
Job requisition ID: R1923

Are you a current Aims Employee, Temporary Worker? If so, to help avoid future access issues, please apply through your Workday account using "Browse Jobs" in the in the Workday search field located on the top center of the screen.

Are you a current Aims Student? If so, to help avoid future access issues, please apply through your Workday account using the Aims Jobs app on your Workday home page.

Are you both an Employee and a Student? If so, to help avoid future access issues, please apply through your Workday account using "Browse Jobs" in the in the Workday search field located on the top center of the screen.

For assistance, please contact the recruitment team at 970-378-3720.

Minimum Hiring Annual Salary:

\$70,397.00

Maximum Hiring Annual Salary:

\$76,029.00

To attain the maximum annual salary, employee must meet all minimum qualifications plus:

- 5 (five) years of additional applicable work experience and/or degrees higher than minimum qualification degree. Degrees higher than the minimum qualification degree can be used in combination with additional work experience.
- A combination of related education, on-the-job work experience, certifications and/or licenses that results in a candidate successfully meeting the minimum qualifications of the position, may be considered.

The stated salary amounts are not guaranteed in the event employment ends with Aims during any fiscal year.

Included with Aims Full-time Employment is a generous package of Benefits, most are listed below:

- Benefits are effective immediately
- 100% employer provided medical & dental coverage employees (employee only option)
- 85% employer provided medical & dental coverage for employee's spouse and/or family
- Voluntary vision insurance
- Staff Annual Leave (minimum accrual of 15 days) & Sick (minimum accrual of 12 days)
- 17 paid holidays and 3 personal days each year
- Summer schedule: 4-day work week - Fridays Off
- Employer paid long-term disability and life insurance premiums
- Tuition waiver & reimbursement for employees
- Tuition waiver for dependents
- PERA employer (see www.copera.org for comprehensive benefits)
- Additional supplemental benefits & retirement programs available
- Access to the PERC (Aims gym) for employee & one guest
- Free parking on all campuses

Job Description:

Aims Community College actively supports an environment that embraces the College's Mission, Vision, Values and a culture of innovation and care. The College embraces and seeks to hire individuals who want to be a part of this environment and have the skill sets necessary to be successful in this position.

The Foundation focuses on building long-term relationships with individuals, businesses, and industry leaders in Northern Colorado to support philanthropic goals and enhance student success. The role involves identifying philanthropic opportunities, emphasizing relational fundraising over transactional methods, and fostering sustainable partnerships through trust, understanding donor motivations, and engagement. Key responsibilities include developing tailored philanthropic proposals, working closely with the Foundation Executive Director, supporting marketing initiatives, and assisting with event coordination. The Development Manager also helps oversee departmental operations, maintains the Foundation's Customer Relationship Management (CRM) system, and participates in professional development activities. Flexibility in work hours is necessary to accommodate various events.

Donor Development, Proposals & Contract Creation: 50%

- Develop and implement strategic fundraising initiatives, including systems, annual campaigns, and program plans, to identify, qualify, cultivate, and solicit current and prospective donors. This includes overseeing direct mail campaigns, initiating cold calls, and engaging prospective donors through in-person and virtual communication to secure donations for the Foundation.
- Manage a portfolio of over 50 individual and corporate donors. Build and maintain strong relationships by proactively following up to encourage continued or increased giving, and provide thoughtful and consistent stewardship to ensure donor satisfaction, recognition, and long-term engagement.

- Collaborate with the Foundation Executive Director to manage and develop gift opportunities while creating the annual budget. Work together to assess the effectiveness of the annual fundraising program and offer recommendations for continuous improvement.
- Identify, scope, and prioritize donor acquisition prospects throughout the Northern Colorado (NoCo) region, focusing on direct donor engagement through external connections to develop tailored gift opportunities and agreements. Employ a transformational relationship-building approach aligned with regional strategic economic activities to target key industries and high-potential individuals.
- Proactively research and identify additional funding opportunities to support and advance fundraising goals, including grants, sponsorships, and strategic partnerships. Partner with the Foundation team and college departments to foster collaborative gift opportunities that benefit multiple areas of impact.
- Provide regular reports and updates on fundraising activities, pipeline status, and project outcomes.

Corporate Partnership Development & Relationship Networking: 25%

- **Cultivation:** Identify, establish, and nurture relationships with local corporate partners to support education-to-employment pathways and foster philanthropic investment in the College's mission, while recognizing opportunities for future donor engagement.
- **Outreach:** Partner with the Foundation Executive Director to develop and execute a comprehensive outreach and engagement plan targeting corporate partners. This includes researching local corporations—particularly those employing Aims alumni—and leveraging knowledge of economic development trends, regional networking opportunities, campus tours, internal collaboration, and attendance at sector partner meetings and events. Create tailored engagement proposals.
- **Stewardship:** Provide ongoing stewardship to corporate partners through invitations to Aims and Foundation events, potential sponsorship opportunities, campus tours, calling campaigns, hosting on-campus events to showcase partnerships, and promoting awareness via social media and newsletters.
- **Engage** in extensive internal and external networking, collaborate with college departments, attend Sector Partnership meetings, and stay informed on local economic development initiatives to align efforts with community growth and needs.
- Represents the Foundation's interests and expertise in workforce development and financial student support at community events, conferences, committees, boards and networking functions.

Foundation Administration Collaboration: 10%

- Collaborate with the Executive Director to develop and implement fundraising processes and procedures.
- Work closely with Program Manager to ensure accurate data entry in the customer relationship management system and to generate reports.

- Partner with the Foundation team on outreach efforts, fundraising plans, strategies, goals, and assessments of all Foundation programs.
- Implement these plans to support individual and corporate donor cultivation, ultimately fostering student success.
- Act as a backup for the Executive Director when necessary.

Strategy Development: 10%

- Gather fundraising market information, talent demand, and skill requirements, and translate data into meaningful information to create fundraising development strategies.
- Prioritize segments of the Northern Colorado economic landscape for development.
- Continually promotes community education and awareness related to training, employment issues, and fundraising opportunities. Stays informed about industry trends and best practices in local economic development, educational, and employment needs to position Aims as the preferred community college for economic, high-quality education.
- Work closely with the Foundation team, outreach partners, college colleagues, community liaisons, and the Foundation ED to organize and execute outreach and fundraising strategies.

Other Duties as Assigned: 5%

Minimum Qualifications:

- Bachelor's degree in Nonprofit Management, Business, Communications, or other related field; plus three (3) years of experience in fundraising, with a strong track record of securing annual, mid-level, and major gifts—including individual contributions of \$25,000 or more and achieving annual fundraising totals of \$300,000 or higher, or an equivalent combination of education and/or work experience.

Knowledge of:

- Fundraising regulations, ethics, and compliance standards (e.g., CASE guidelines, IRS charitable giving laws, AFP Code of Ethics, and Donor Bill of Rights).
- Annual giving, major gifts, planned giving, capital campaigns, and grant writing.
- Marketing and communications strategies related to donor engagement.
- Event planning and donor stewardship best practices.

Skills / Experience:

- Track record of meeting or exceeding fundraising goals.
- Experience with donor segmentation and personalized solicitation strategies.
- Experience analyzing and applying wealth analytics to guide individual donor conversations.
- Ability to analyze fundraising metrics and adapt strategies accordingly.
- Experience collaborating with boards, leadership teams, and/or volunteers, with a focus on fostering a supportive, team-oriented environment build on mutual respect and shared goals.
- Strong storytelling skills to articulate mission and impact to donors, with the ability to connect individual donor interests to broader initiatives.

- Demonstrated talent for engaging unfamiliar individuals with confidence and authenticity.
- Demonstrated ability to present to groups and speak at public or donor-facing events.
- Demonstrated ability to network effectively and represent the organization with professionalism and confidence at public events.
- Proven success in cultivating and soliciting support from a diverse donor base, including individuals, corporations, and foundations, through strategic relationship-building and targeted solicitation efforts.

Personal Attributes:

- High degree of professionalism, integrity, and discretion in handling confidential information.
- Self-starter who can work independently and manage multiple projects simultaneously.
- Passion for education and community development, in alignment with the mission of Aims Community College and Foundation.

REQUIRED DOCUMENTS:

- Cover Letter
- Resume
- CFRE (Certified Fund Raising Executive) designation, or willingness to pursue certification (optional but desirable)

Preferred Qualifications:

- Five (5) years of extensive experience in fundraising, with a strong track record of securing annual, mid-level, and major gifts—including individual contributions of \$75,000 or more and achieving annual fundraising totals of \$750,000 or higher.
- Customer Relationship Management system/database experience.
- Donor Acquisition Training or Certifications.
- Negotiation Training or Certifications.
- Customer Service Skills.
- CFRE (Certified Fund Raising Executive) designation, or willingness to pursue certification (optional but desirable)

All Applicants:

- Compare your previous work experience to the job duties listed on the job posting under job description. Enter the job duties you have performed under the "Work Experience" section on your job application. We evaluate your experience based on this information.
- Please make sure you state whether work experience (aka work history) is part time or full time employment by listing the average number of hours worked per week. This information is used to determine your new annual salary.
- Be sure to upload all the required documents listed at the above in "Additional Job Description" section. This can be uploaded as part of your application materials in the "My Experience" section. If there are missing documents, your incomplete application will not be considered. Per the

Colorado Job Application Fairness Act, you may redact information that identifies age, date of birth, or dates of attendance at or graduation from an educational institution.

For information on our hiring practices, please visit our resource page:

<https://www.aims.edu/departments/human-resources/hiring-process>.

Aims Community College is an **equal opportunity employer**. Selection will be based solely on merit and will be without discrimination based on age, ancestry, color, creed, disability, ethnicity, familial status, gender, gender identity, genetic information, marital status, national origin, sex, sexual orientation, race, religion, or veteran's status. All application materials must be submitted by the closing date posted and become the property of Aims Community College. The screening committee will select finalists for interviews. The goal of Aims Community College is to enhance the diversity present in the district we serve. To comply with the Immigration Reform and Control Act of 1986, if hired, you will be required to provide documents within three (3) business days of hire date to show your identity and your authorization to work. This law applies to all persons hired.

Screening/Selection:

To be considered, please provide a thorough and complete application. Initial screening will be conducted by a committee based on completed application materials.

Employees in these positions may be asked to participate in temporary assignments lasting less than nine (9) months (such as curriculum development, short term projects, meetings and substitute duties) which could amount to additional temporary pay.

Upon hire, all positions at Aims Community College require a criminal background check and may require industry specific screenings such as an MVR, physical and/or drug screen. Keep in mind, a conviction does not automatically preclude candidates from being employed. The nature of a conviction will be considered relative to the duties of the position.

TO APPLY:

Interested candidates can [apply online](#) here.