

New Horizons Shelter and Outreach Centers

Position Title: Fundraising Manager
Reports to: Executive Director
Date of Review: September 2022

Summary: The Fundraising Manager is responsible for securing vital revenue streams which allows New Horizons to achieve its mission and to maximize its impact in the community.

Hours: This position is parttime hourly with a flexible work schedule. Occasional need to work day, evening and/or weekend hours to accommodate organizational needs will occur. Travel may be required.

Qualifications:

- High school diploma or equivalent required
- BA/BS in English, Communications or Marketing preferred
- 3-5 years of experience with communications/publications and fund development required
- Persuasive writing and strong verbal communication skills required
- Embracement of the mission of New Horizons
- Strong relationship building and solicitation skills required
- Extreme tact and discretion required
- Excellent computer skills including knowledge of Microsoft Office required
- Ability to manage multiple projects simultaneously

Competencies:

- Respectfulness and relationship building – builds constructive working relationships characterized by a high level of acceptance, cooperation, and mutual respect
- Team focused and collaborative – promotes cooperation and commitment within a team to achieve goals and objectives
- Self-accountability and work standards – sets high standards of performance for self and assumes responsibility and accountability for successfully completing assignments or tasks
- Stress tolerance – maintains composure in highly stressful or adverse situations
- Conflict management – helps others to effectively resolve complex or sensitive disagreements or conflicts
- Valuing diversity – helps to create an environment that embraces and appreciates diversity
- Confidentiality, integrity, ethics, and trust – maintains confidentiality and earns others' trust and respect through consistent honesty and professionalism in all interactions

Principal Duties and Responsibilities:

COMMUNICATION EXCELLENCE

- Models and empowers all to use effective communications
- Nurtures and protects the brand of New Horizons, ensures it is well promoted and all internal and external materials are consistent with brand strategies
- Writes content, designs, and produces production of the agency's quarterly newsletter, event promotions and special appeals
- Writes and produces monthly email blasts
- Designs and updates agency publications i.e., online promotions, posters, brochures, and fliers ensuring adherence to branding guidelines and messaging; maintains inventory of agency publications
- Writes and produces fundraising and friend-raising communication pieces, including but not limited to acknowledgement to all foundation, corporate and private donors, annual appeal, etc
- Collects meaningful survivor stories and data that demonstrate agency impact and that support fund development strategies
- Is responsible to keep the team aware of all agency and third-party fundraising events prior to public sharing
- Communicates important information to the team and disseminates along appropriate communication lines. If necessary and appropriate, will communicate to all staff at once
- Uses social media as needed and when appropriate in coordination with the volunteer and education coordinator
- Develops and produces the organization's annual report in coordination with the executive director
- Oversees creation of agency publications i.e., program brochures and flyers ensuring adherence to branding guidelines and messaging

LEADERSHIP

- Maintains a working environment/climate that attracts, keeps, and motivates a diverse staff of top-quality people
- Engages in and models supportive, healthy relationships through setting boundaries and demonstrations of respect with donors, clients, and co-workers
- Provides leadership, motivation, direction, and support to event committee members
- Attends team meetings and other meetings as directed
- Promptly addresses difficulties or problems that arise per agency protocol

COMMUNITY PUBLIC RELATIONS, COLLABORATIONS, AND EDUCATION

- Establishes sound and collaborative relationships with donors, community groups and service providers
- Is present at functions that promote our organization and access to our services and programs

FUND DEVELOPMENT

- Coordinates fundraising and friend-raising events; Responsible for all event details, ensuring they run smoothly, efficiently and generate maximum revenue, attendance, and exposure
- Facilitates event committee meetings, sponsor solicitation, auction items, volunteers, decorating, venue, and ticket sales
- Negotiates and secures contracts with vendors; secures proper approval and signatures from the executive director
- Identifies and solicits sponsors for events and supports volunteers to solicit sponsors for events
- Tracks event donations and ticket sales; processes acknowledgements
- Responsible for event set-up, day-of activities and clean up, coordinates participation of volunteers and others
- Coordinates third-party fundraising special events
- Directs employee fundraising drives i.e. Great Rivers United Way campaign

DONOR MANAGEMENT

- Manages the agency's donor database entering
- Enters donor data accurately including gifts, contact and relationship information, registration, and action notes
- Produces donor acknowledgements
- Creates/runs mailing lists and reports
- Fields donor-related questions and cultivates relationships

Other Responsibilities and Requirements:

- Adheres to agency policies and work rules, including strict adherence to New Horizons confidentiality policies
- Has reliable transportation, a valid driver's license, and vehicle insurance
- Is committed to professional development attending trainings regarding fundraising and communication as well as domestic / sexual violence
- Trains and supervises volunteers as appropriate
- Maintains a clean, organized, and comfortable environment within the organization
- Performs other duties as assigned by supervisor

Working Conditions:

- Work is normally performed in an office and/or residential setting but is not limited to the organization
- Constant interpersonal interactions
- Frequent changes in duties, tasks, and circumstances

Acknowledgement:

This description describes the general nature and skills required of this position. The "Principal Duties and Responsibilities" describe the functions considered necessary in the position. The description does not state or imply that these are the only duties and responsibilities assigned to the Fundraising Manager position.

Employees may be required to perform other duties of the organization requested or assigned by the Executive Director. All requirements are subject to the change at the discretion of the Executive Director.

The working conditions listed are intended to indicate the kinds of tasks and levels of work difficulty required of the Fundraising Manager and shall not be interpreted as declaring what the specific duties and responsibilities shall be. It is not intended to limit or in any way modify the right of the supervisor to assign, direct and control the work of employees under supervision. The use of specific terms or examples of functions shall not be interpreted as excluding other duties not mentioned that are comparable in level of difficulty.

I have read and understand the Fundraising Manager position description. I have reviewed the duties, responsibilities, working conditions of this position. I understand that this document does not create an employment contract between me and New Horizons Shelter and Outreach Centers. I also understand that I may at any time terminate my employment relationship with New Horizons Shelter and Outreach Centers and I equally understand the New Horizons Shelter and Outreach Centers is an at will employer.

Employee Signature (Printed Name)

Date

Supervisor Signature

Date