



Development Manager  
Development & Marketing Department

**Job Title:** Development Manager

**Department:** Development & Marketing Department

**Reports to:** Director of Development and Marketing

**FLSA Status:** Full-Time, Hourly, Non-Exempt

**About Miracles for Kids:** Miracles for Kids helps critically ill children and their families fight bankruptcy, hunger, homelessness and depression. The organization's core programs provide direct support to low-income families with children receiving treatment for life-threatening medical conditions throughout California.

**Miracles for Kids is seeking an ambitious Development Manager to support existing fundraising initiatives and events and develop new fundraising partnerships.**

**About You:**

The ideal candidate is:

- A team player who is enthusiastic about collaborating with internal and external stakeholders
- Creative and curious; eager to develop innovative strategies and campaigns to cultivate relationships and generate revenue
- Energized by impact and poised to "make an ask" to forward the Miracles for Kids mission
- Organized, optimistic and solutions-oriented. S/he responds well under pressure and with tight timelines, knowing that donor demands can often be unpredictable
- Persuasive communicator that inspires people to take action. Skillful in inspiring donations via written and digital communications as well as in person
- Experienced in effectively executing a spectrum of fundraising events and initiatives
- Enjoys developing their skill set and is interested in growing their career as a professional fundraiser with Miracles for Kids

**Role Responsibilities:**

- Strategize, initiate and manage monthly giving program, including timeline, budget and goals, for Individuals and couples as well as corporations, matching gifts and employee giving
- Support all fundraising events and initiatives in partnership with the Development and Marketing team, including Gala, Golf and Stars and Stripes sponsorship, team and table sales
- Develop creative and innovative ways to pitch and engage new donors and corporate partnerships

- Coordinate and activate one giving day annually and End of Year Fundraising campaign
- Implement donor stewardship plan for donors at all levels. Support donor recognition and retention efforts
- Play a strategic role in developing systems for donor identification, solicitation, tracking, and upgrading, including the planning of tailored giving opportunities, donor events, and activities throughout the year

**Required:**

- A minimum of 2 years fundraising experience
- A level of comfort with CRM/donor database systems and management
- Strong persuasive communication skills (written and verbal)
- A Bachelor's degree or equivalent experience
- Flexibility to work some nights and weekends

**Interested? Apply Today!**

- Email your cover letter and resume to Rachel Peterson at [rpeterson@miraclesforkids.org](mailto:rpeterson@miraclesforkids.org)
- In your cover letter please explain why this position appeals to you and indicate your salary expectations

*The above statements are intended to describe the general nature and level of work being performed by individuals assigned to this position. They are not intended to be an exhaustive list of all duties, responsibilities, and required skills. Job Description may be subject to change to meet the needs of the organization. Employment with Miracles for Kids will be "at will," meaning that either the employee or Miracles for Kids may end employment at any time and for any reason, with or without cause.*