

POSITION SUMMARY:

The ALS Association is seeking an energetic, mission-driven professional to manage our Walk to Defeat ALS® events and other revenue-producing opportunities. As a Development Manager you'll be responsible for generating revenue through the Walk to Defeat ALS® program, community events, major and individual gifts, grants, as well as supporting statewide Distinguished Events and other responsibilities as required or requested. The territory for this position includes Alabama and may include events in other states the territory serves. The position will focus on the engagement of constituents across both areas, building strong relationships that meet the needs of supporters while generating resources for programs and services.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Cultivate, develop, and manage event relationships to maximize fundraising and awareness through events/activities.

Lead all aspects of the Alabama North and Central Walk to Defeat ALS® events and other Walks to Defeat events as needed as well as Distinguished events in the state. Including but not limited to developing engagement and fundraising strategies that drive revenue, budget management, donation tracking, logistical planning, and execution.

Work closely with the Team Captains and participants to develop their personal and team fundraising plans by mentoring, coaching, and encouraging fundraising efforts.

Assist in developing engagement and fundraising strategies that drive revenue, budget management, donation tracking, logistical planning, and execution.

Along with corporate embedded staff, grow corporate partnership initiatives including prospecting, cultivation, developing custom proposals, securing commitments, stewardship, and retention.

In collaboration with the Development team members, develop presentations, communication, fundraising materials for use in outreach activities.

Analyze fundraising data from assigned events to forecast revenue, as well as surface areas of opportunity and challenge.

Assist in the creation of budgets for assigned events and oversee their management throughout the year while tracking donations to adequately steward gifts.

Study and understand the history, structure, objectives, programs, and financial needs of the organization.

Draft grant proposals and supporting documents based on the funding requirements of the organization.

Submit proposals to grant coordinators for approval.

Perform other duties as assigned by the Managing Director, Development.

SUPERVISORY RESPONSIBILITIES:

This job has no supervisory responsibilities.

MINIMUM QUALIFICATIONS:

Associates Degree or two (2) to five (5) or more years of related work experience.

Two (2) to five (5) years of development, sales or fundraising experience, required.

Strong verbal and written communication.
Organized with effective prioritization and attention to detail.
Flexible, adaptable, with an ability to effectively work in teams.
Understands and implements an integrated fundraising/development approach to best advance the mission.
Proven and impactful experience in special event fundraising (Walk preferred); knowledge and ability to recruit and secure corporate sponsors and teams.
Great relationship and interpersonal skills; loves working with people and proven ability to build and manage relationships that help advance an organization's mission through fundraising and donations.
Goal-oriented, a high degree of self-initiative, motivation, and discipline.
Strong computer/technology skills including MS Office, database management, and other web-based software programs.
Possess knowledge of community resources.
Possess excellent organizational skills.
Possess strong communication skills.
Possess basic computer skills (Microsoft Word, Excel, Outlook, PowerPoint).
Experience with Salesforce a plus.
Flexibility and availability to work some evenings and weekends as needed for special programs
Must have own transportation and valid driver's license and personal auto insurance.
The employee must occasionally lift and /or move more than 25 pounds.

PAY TRANSPARENCY:

The ALS Association's pay range for this position is \$49,440 - \$59,196 annually.
The ALS Association has compensation ranges for various work locations throughout the United States, allowing us to compensate employees competitively and consistently in diverse geographic markets. The above-listed range shows prospective compensation for this role; the appropriate range will be established by what is eventually determined to be the candidate's primary work location. Various factors, including the complexity and significance of the role, job duties/requirements, relevant experience and abilities, and primary work location, determine individual compensation. Compensation ranges are evaluated and typically adjusted on a regular basis. Offers are made within the compensation range that is in effect at the time of the job offer.

The Association may, at its discretion, offer merit-based increases tied to individual performance. The benefits listed may differ depending on employment status with the Association. Healthcare benefits, a 401(k) plan with employer match, short-term and long-term disability coverage, basic life insurance, well-being benefits, paid time off and several paid holidays are available to Association employees, among other benefits.

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or expression, pregnancy, age, national origin, disability status, genetic information, protected veteran status, or any other characteristic protected by law.

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@alsa-national.org. This contact information is for accommodation requests only and cannot be used to inquire about the status of applications.

The ALS Association highly encourages their employees to be fully vaccinated, as considered per the CDC guidelines, with the COVID-19 vaccination. Requirements to have or obtain a COVID-19 vaccination may be applicable by state, local, and other federal orders or applicable lawful requirements by third-party clinics, vendors, or events attended on ALS Association business. If applicable, proof of vaccination will be required, unless approved for a legally required exemption by The ALS Association.]