Annual Fund Manager

Job Type: Full-time, Houston-based

About Us

Camp For All transforms the world for children and adults with challenging illnesses, disabilities, or special needs. We achieve this by intentionally delivering unique, truly barrier-free experiences throughout the year. Camp For All collaborates with more than 65 nonprofit organizations to enable nearly 9,000 campers and their families to discover life each year. Camp For All is recognized as a national leader in creating and providing proven life-changing experiences through a passionate and professional staff, cutting-edge facilities and innovative programming.

Job Description

Camp For All is hiring a Manager of Annual Giving to create new opportunities for donors to connect with and support our mission. This essential role will report to the Development Director and focus on growing individual donor engagement and giving through the recurring donor program, compelling direct mail campaigns, and creative stewardship.

Employment Type

This is a full-time, non-exempt role.

Responsibilities

- Create and execute strategy for three direct mail and email fundraising campaigns, coordinating design with our outsourced creative team, and managing timing and printing with support of Manager, Communications to ensure greatest impact.

- Coordinate plan, including story collection and social media aspects, with Manager, Communications, and ensure timing aligns with Special Events activity and other mailings.

- Identify key segments of database and develop and manage stewardship plan for each group of donors giving $5,000 and below, including meetings, acknowledgment letters, donor tours, and other connection points with support of Donor Relations Coordinator.

- Analyze and track donor activity and growth in Bloomerang, our CRM, and seek out new ways the entire team can engage lapsed donors and prospects.

- Develop and report on key benchmarks.

- Mentor and support the Donor Relations Coordinator to ensure gifts are processed and acknowledged in a timely and accurate fashion and include messaging that supports other development strategies.

- Grow the Energizer monthly giving program.

- Work with Assistant Director, Development and Special Events, and Development Coordinator, to plan and support engagement of Camp Friends and Emerging Leaders donor groups.
- Support other Development activities including Houston and Greater Camp Area Galas, Over The Edge, and associated donor stewardship activity.
- Be an active, collaborative and contributing member of the Development team and Camp For All as a whole.
- Perform other responsibilities as identified by Development Director.

Benefits

Camp For All offers comprehensive benefits for full-time staff, including 100% employer-paid health, life, and long-term disability coverage. In addition, we provide dental, vision, and supplemental life insurance. Health savings account participants also receive an annual contribution of up to $1,000, broken into bi-weekly payroll contributions.

We are proud to offer generous paid time off, earned every pay period, along with (9) paid holidays and paid paternity leave. Eligible employees can also participate in our 401(k) plan, with an employer matching contribution of up to 4%.

Requirements

- Bachelor's Degree from an accredited college or university
- Five years' experience in not-for-profit fundraising; experience with direct mail a plus
- Strong communication and storytelling skills, both written and verbal
- Maintain composure while managing multiple projects, positive can-do attitude and a sense of humor
- Ability to collaborate and cooperate with a variety of individuals including full- and part-time Camp staff and volunteer leadership, including Board of Directors, Camp Friends Board, Emerging Leaders Board and Advisory Board members
- Adept at balancing multiple priorities and meeting deadlines under pressure
- Proficient in Microsoft Office
- Must have valid driver's license and vehicle liability insurance; must have ability to use one's own vehicle (mileage is reimbursed)
- Experience with Bloomerang or donor CRM preferred

Salary Description

$60,000-$65,000

Link to apply: https://recruiting.paylocity.com/recruiting/jobs/Details/4656988/Camp-for-All-Foundation/Annual-Fund-Manager