

Donor Development Manager

Job Description

The Friends of Sleeping Bear Dunes supports several large development projects that require significant funding. One of the most productive fundraising approaches is to identify potential donors with substantial financial capability, who may be interested in supporting the Friends generally or a specific project. The Donor Development Manager gets to know people in the community and on a personal basis introduces them to the Friends of Sleeping Bear Dunes, our mission, and our projects and asks for their financial support.

The duties of the Donor Development Manager include:

- Understand the Friends of Sleeping Bear Dunes mission, organization, project development plans, and financing needs.
- Get to know the community. Join social and business networks like local chambers of commerce, Yacht Club, etc.
- Work with Fund Development to support fundraising campaigns.
- Set up one-on-one meetings with potential donors to understand their interests.
- Coordinate introductions of potential donors with board members, Park management, etc.
- Ask for donations for specific projects or general support for the Friends.

Required Experience

Communication skills

Required Training

None

Time Commitment

Approximately 12 hours per week.