Job Description: Development Manager at Flying Horse Farms

Position Title: Development Manager
Organization: Flying Horse Farms
Location: Mount Gilead, Ohio / Remote
Position Type: Full-time

About Flying Horse Farms:
Flying Horse Farms is a transformative camp facility dedicated to providing life-changing camp experiences for children with serious illnesses and their families. Situated in the heart of nature, our camp offers a safe and joyful environment where children can explore, learn, and grow while receiving expert medical care. We are seeking a dedicated and passionate Development Manager to support our mission through strategic fundraising and donor engagement.

Job Description:

The Development Manager at Flying Horse Farms is a critical role responsible for managing a donor portfolio, focusing on new growth and implementing fundraising strategies to secure financial support for continued support of the mission. This role plays a vital part in building relationships with donors, sponsors, and partners to sustain and expand the impact on the lives of children and families facing serious illnesses.

Key Responsibilities:

1. Fundraising: Raise funds to support the mission of Flying Horse Farms. The Development Manager will have set fundraising goals and be accountable to attaining these metrics.
2. Fundraising Strategy: Collaborate with the Development Director to create and execute comprehensive fundraising strategies aligned with the organization's mission and goals.
3. Donor Engagement: Cultivate relationships with individual donors, corporate partners, foundations, and other potential funding sources. Develop personalized engagement plans to steward existing donors and attract new supporters.
4. Prospecting: Engage new individuals, corporations, foundations and organizations in the mission of camp. Establish a strong rigor of connecting with prospects who are not currently engaged with Flying Horse Farms. Seek out networking opportunities and follow up with new leads generated.
5. Grant Writing: Identify and apply for grants from various sources. Prepare compelling grant proposals, reports, and other documentation to secure funding.

6. Donor Stewardship: Implement donor stewardship initiatives to express gratitude, communicate impact, and foster lasting relationships.
7. Event Planning: Contribute to the planning and execution of fundraising events, ensuring a transformational experience for donor and guests along with post-event follow-up.
8. Database Management: Maintain accurate donor records and track interactions using a donor management system. Analyze donor data to inform engagement strategies.
9. Collaboration: Partner with the program team to understand camp impact and success stories, translating them into compelling narratives for donor communication. Work closely with other Development Team members to implement fundraising strategies and secure funds for the organization.
10. Networking and Outreach:Represent Flying Horse Farms at community events, conferences, and networking opportunities to enhance visibility and donor engagement. Seek out new opportunities for groups to hear and learn about the mission of Flying Horse Farms.
11. Reporting: Prepare regular reports on fundraising progress, donor engagement, and campaign results for internal and external stakeholders.

Qualifications:

- 5 years of experience in non-profit development roles, with a proven track record in fundraising.
- Strong interpersonal and relationship-building skills.
- Excellent written and verbal communication abilities.
- Strong organizational skills with attention to detail.
- Proficiency in donor management software and Microsoft Office Suite.
- Ability to work independently and collaboratively.
- Flexibility to attend and work evening and weekend events.

Flying Horse Farms is an equal opportunity employer. We encourage applications from individuals of diverse backgrounds.

Please note that this job description provides an overview of the role and its responsibilities. Adjustments may be made to reflect the evolving needs of the organization.