

Position: Business Development Manager - Donor Development and Fundraising

Location: Dayton, Ohio

Organization Overview

The Gala of Hope Foundation is a leading cancer nonprofit based in Dayton, Ohio, committed to supporting individuals and families affected by cancer. Through the generous support of our donors, sponsors, and community partnerships, we can provide critical services and fund life-changing research. Join our mission-driven team and make a lasting impact in the fight against cancer.

Position Summary

We are seeking a dynamic, results-driven **Business Development Manager** to lead and execute fundraising strategies that will grow and sustain our donor base. This role will focus on identifying, cultivating, and securing funding from individuals, corporations, and foundations. The ideal candidate will be an ambassador for our mission, working closely with the Executive Director to meet and exceed annual revenue targets while ensuring sustainable growth for the organization. The position offers a unique opportunity to play a key role in the expansion of our fundraising efforts and furthering our life-saving mission.

Key Relationships

- **Reports to:** Executive Director
- **Direct Reports:** N/A
- **Other Key Relationships:** Board members, Founders, Major Donors, Community Leaders, Healthcare Partners, Local Organizations, Volunteers

Responsibilities

Donor Development and Relationship Management

- Identify, cultivate, and secure major gifts and donations from individuals, corporate partners, and foundations.
- Build and maintain strong, long-term relationships with key donors, sponsors, and community stakeholders.
- Develop and implement personalized engagement strategies to enhance donor satisfaction, retention, and lifetime value.
- Serve as a primary point of contact for major donors, providing exceptional stewardship and communication.

Fundraising Strategy and Execution

- Lead the development and implementation of a comprehensive fundraising strategy, including individual giving, corporate partnerships, and grants.
- Plan, execute, and evaluate fundraising campaigns, events, and initiatives that align with the organization's goals and mission.
- Collaborate with marketing and communications teams to develop compelling narratives and promotional materials to support fundraising efforts.

Corporate Partnerships and Sponsorships

- Identify and pursue corporate partnership and sponsorship opportunities that align with the organization's mission and fundraising objectives.
- Develop customized sponsorship packages and manage the end-to-end lifecycle of corporate relationships, from initial outreach to post-campaign stewardship.

Grant Research and Proposal Writing

- Conduct research to identify potential grant opportunities from foundations, corporations, and government agencies.
- Write, submit, and manage grant proposals, ensuring alignment with organizational priorities and funder requirements.
- Track and report on the outcomes of grant applications and maintain ongoing relationships with grant-making organizations.

Data Management and Reporting

- Utilize donor management software to track donor interactions, maintain accurate records, and generate timely reports.
- Analyze data to assess the effectiveness of donor engagement strategies, providing recommendations for continuous improvement.
- Prepare regular fundraising progress reports for the Executive Director, leadership team, and Board of Directors.

Qualifications

- **Education:** Bachelor's degree in Business, Marketing, Communications, Nonprofit Management, or a related field, or equivalent experience (Bachelor's preferred).
- **Experience:** 3+ years of experience in fundraising, donor relations, business development, or a similar role.

- **Skills:**

- Proven success in cultivating donor relationships, securing major gifts, and achieving fundraising revenue targets.
- Strong communication, interpersonal, and relationship-building skills, with the ability to engage stakeholders at all levels.
- Ability to craft compelling presentations, proposals, and reports.
- Highly organized with the ability to manage multiple projects and deadlines simultaneously.
- Willingness to attend occasional early morning and evening meetings (flexible work hours available).
- Familiarity with donor management systems (e.g., Bloomerang) and proficiency in Microsoft Office Suite.

Preferred Skills

- Knowledge of the Dayton, Ohio donor community and philanthropic landscape.
- Experience with grant writing and managing grant funding processes.
- Event planning and management experience.
- A strong passion for the nonprofit sector, with a commitment to advancing our mission in the fight against cancer.

Application Process

Interested candidates should submit a resume, cover letter, and references to carly.cox@galaofhope.net. Applications will be reviewed on a rolling basis until the position is filled.

The **Gala of Hope Foundation** is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.