



Development Manager

About Malaria No More

Malaria No More (MNM) envisions a world where no one dies of a mosquito bite. More than a decade into our mission, our work has contributed to historic progress toward this goal. Now, we're mobilizing the political commitment, funding, and innovation required to achieve what would be one of the greatest humanitarian accomplishments—ending malaria within our generation.

MNM is a global organization with offices in Seattle, Washington, D.C., and India as well as two affiliate organizations in London and Tokyo. Each office fosters a friendly, close-knit environment with provided snacks, team gatherings for birthdays, and other fun traditions.

Reports to: Chief Growth Officer

Location: Washington, DC

Position Overview

Malaria No More is expanding its global impact through a creative growth strategy that seeks to expand its revenue base with new and diverse funding sources and build the foundation for long-term success in new markets. The Development team leads the strategy and implementation of this partnership and fundraising strategy to achieve MNM's ambitious growth goals.

The Development Manager will be a key member of this small, effective team critical to the organization's success and ambition. This role will work across all development team activities, with a focus on managing a portfolio of individuals, corporations and foundations, events and campaigns, gift reporting and analysis, and knowledge management.

Key Duties and Responsibilities

- Establish, manage, and grow a portfolio of 50-75 individual donor, corporate, and foundation prospects qualified to give up to \$25,000 annually
- Plan, execute, and manage fundraising events, including small salon events, mid-sized events, and larger galas and summits
- Design and execute a multi-channel renewal strategy for all current annual fund donors of up to \$4,999 by managing direct mailings, donor communications (emails, newsletters etc.)
- Lead the knowledge management for the development team (online giving platforms, social media, Raisers Edge CRM database) with support from development associate
- Identify and execute creative fundraising campaigns to reach new donor audiences
- Support the development of growth strategies, including giving societies and regional plans to cultivate and solicit donors
- Maintain benchmarking, gift analysis, and other development performance analytical reports
- Conduct prospect research on individual donors and identifying prospects for solicitation or upgrade
- Develop and support grant applications, proposal writing, and budgeting processes in collaboration with the team as needed

Desired Qualifications and Skills

- Bachelor's degree required

- 5 years of relevant work experience, including at least 2 years on a development team with general fundraising responsibilities
- Excellent interpersonal and communications skills
- Experience cultivating and stewarding individuals and researching corporates and foundations
- Excellent writing skills and first-hand experience with developing donor correspondence, marketing and stewardship emails, concept notes, marketing materials, grant reports, and proposals
- Knowledge of global health, passion for social impact, and enthusiasm for Malaria No More's mission to end one of the world's oldest and deadliest diseases within a generation
- Ability to prioritize and handle simultaneous assignments while adapting to changing deadlines, priorities and workflow with success and accuracy
- Extraordinary attention to detail and organizational skills
- Excellent computer skills required, including Word, Excel, Outlook and PowerPoint
- Experience with Raiser's Edge preferred; please note any experience with other CRMs if not Raiser's Edge
- Final offer will be contingent on successful background check

Compensation

MNM offers a competitive compensation package based upon previous experience. This is a full-time, exempt role and is eligible for MNM's comprehensive benefits package, including high-quality medical/dental/vision coverage, 20 vacation days, 10 sick days, 14 paid holidays, summer Friday flex time and paid parental leave, medical/dependent care/commuter FSAs, short- and long-term disability and life insurance, and a 401K plan with an employer safe harbor contribution.

To Apply

Please email a concise cover letter explaining why you would like to be considered and your resume to jobs@malariaenomore.org with the subject line "Development Manager – Full Name"

No telephone calls please.

Applicants of all backgrounds are encouraged to apply. MNM is an equal opportunity employer.

Preference will be given to applications received by February 14, 2020.