

Development Manager

Isles is currently seeking an innovative and enthusiastic Development Professional to serve as Development Manager. This position will play a critical role in Isles' long-term success by using data-driven strategies to set and meet short- and long-term fundraising objectives. We seek a candidate who has a proven track record of managing donor development activities, creating and maintaining donor data systems, providing strategic direction to secure gifts and steward long-term relationships with individual donors. The Development Manager will have the opportunity to join a dynamic and highly accomplished team at one of the most innovative and successful nonprofits in the region.

The position requires exceptional organizational, analytical, and communication skills, as well as the ability to work in a collaborative and consultative manner with colleagues. The Development Manager must understand the region's giving trends and be prepared to learn about and effectively communicate the unique nature of Isles' services and work.

Qualified Candidates Will Have Proven Success In:

- Effectively collecting, analyzing and using data for good decision making, preferably in Salesforce
- Implementing donor programs, assessing effectiveness, adjusting strategies, and providing data to ensure achievement of performance goals
- Engaging "volunteer champions" and building a leadership volunteer team that effectively develops, retains, and grows individual financial gifts
- Creating strategic, goal-driven annual development plans that include major gifts, planned giving, capital campaigns, fund raising events, donor visits, volunteer management and solicitations
- Engaging in hands-on donor stewardship and corporate relations; and representing an organization at local networking events and donor meetings

Base Qualifications for Position:

- Bachelor's degree or equivalent combination of education and work experience required
- Minimum 3-5 years development experience
- Experience utilizing databases (preferably Salesforce) to analyze donor data and develop strategy
- Desire and accompanying skill set to support a high performing program
- Proven track record of implementing donor development strategies
- Ability to work independently and collegially in a fast-paced, goal-oriented environment
- Strong written, verbal, and interpersonal skills. Outstanding listening skills. Excellent organizational skills and attention to detail
- Comfort using technology including a desktop or laptop computer, fundraising database, and high volume of email messages
- Willingness and ability to actively engage in local community events and networking opportunities and travel locally to develop and foster one-on-one donor relationships

Compensation: \$55 - \$65K plus comprehensive Medical, Dental, Vision, FSA benefits, 401K with company match and a generous PTO policy

To Apply: Interested candidates should submit resume, cover letter and recent writing sample to hr@isles.org. Application materials should demonstrate why you are a good fit for this position and what specific skills, experiences, talents and interests you will bring to the table.