



Sr. Development Manager, Corporate and Community Engagement

FLSA Classification: Exempt

Reports To: Chief of Marketing and Development or assigned manager

JOB DESCRIPTION

Summary

The Sr. Development Manager will have a focus on new revenue streams in the form of special events, corporate engagement, major gifts and community engagement. The Senior Development Manager will have a substantial working relationship with sponsors, committees, key corporate relationships, community partners and mid-level and major donors. They will manage a portfolio of corporate sponsors and supporters and other key stakeholders to help drive the organization goals.

Due to the rapidly evolving Marketing and Development landscape at HelpMeSee, the Sr. Development Manager is an agile and flexible member of the team that helps to increase revenue generation across the entire spectrum of Marketing and Fundraising at HelpMeSee as directed by the Chief of Marketing and Development.

Essential Functions / Responsibilities

- Identify key areas of the country to run special events.
- Plan and execute several special events annually.
- Recruit, steward and cultivate volunteers from the corporate and community settings to help drive revenue through special events.
- Identify, cultivate and steward a portfolio of mid and high level donors.
- Identify, cultivate and steward a portfolio of corporate partners.
- Create HMS branded corporate engagement opportunity products and sell these products to corporate prospects, with an emphasis on companies in the vision industry (optical, sunglasses, etc) and technology industry.
- Utilizes CRM data to track and report on progress to goals on a regular basis.
- Personally engage donors and potential donors, delivering compelling narratives that illuminate the impact of their support of HelpMeSee's mission. Execute direct solicitations for significant donations.

Qualifications & Competencies

- Experience with successful cold calling and new business development.
- Able to communicate effectively across various leadership levels within the organization.
- Able to understand and champion the flow of work within a given team.
- Attention to detail.
- Able to help drive a campaign or project to completion.

Required Education and Experience

- Bachelor's degree or equivalent education preferred but not required.
- 3-5 years of experience in a fundraising or sales role.

Supervisory Responsibilities

N/A

Travel Required

As necessary to meet in person with HelpMeSee leaders, staff, and external constituents.

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

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