

Development Manager

 Remote Position

CATCH Global Foundation is seeking a talented Development Manager to serve as a key member of CGF's Strategy & Development Team to create, execute and oversee strategies related to fundraising and development, including philanthropic revenue generation, individual donor outreach and stewardship, events, and corporate sponsorships.

Reporting to the VP, Strategy & Development, the Development Manager will also work to assist with the identification of foundation funding prospects and partner school districts and the development of key messages that inspire CGF stakeholders to make a deeper commitment to our vision to help all schools embrace health as an enduring value.

Successful candidates will be able to collaborate across departments to translate organizational needs and objectives into impactful fundraising strategies.

About our Organization

CATCH Global Foundation is a 501c(3) that brings high quality evidence-based health and wellness programs to schools and child care sites across the globe, serving 15,000 schools in the U.S. with growing programs in Latin America, Africa, and South Asia. Our mission is to empower school communities to cultivate Whole Child wellness as a lever for student success and social equity. Reaching more than 3 million kids annually, our PreK-12 programs cover topics including nutrition, physical education, social and emotional learning (SEL), oral health, vaping prevention, and sun safety. Learn more at catch.org.

KEY RESPONSIBILITIES

- Work with the VP, Strategy & Development to develop and implement actionable fundraising strategies targeting individual donors, and corporate sponsorships;
- Work with the Director of Grants to assist with strategies targeting foundations, as needed;
- Maintain a robust donor stewardship program, including gift acknowledgements, gift processing, gift recognition, and impact story profiles of donors, where applicable;
- Manage donation systems and utilize databases to track grants and gifts;
- Collaborate with the Development team to lead funder and donor prospecting activities;
- Collaborate with the Development team to assist with proposal writing and development;
- Collaborate with team members across the organization to assist with project implementation activities related to donor and partner communications;
- Manage donor reconciliation reports and mailing lists, as needed;

- Manage event planning, online fundraising campaigns, and other public-facing activities related to fundraising;
- Work collaboratively with Development and Marketing team members to create and implement innovative communications campaigns inspiring stakeholders to support CATCH's work, including the annual report;
- Collaborate with programs team, as needed, to identify and steward school partnerships relative to funding opportunities;
- Assist where needed in drafting reports and other communications to grantors and funders;
- Other duties, as needed.

SKILLS & COMPETENCIES

- Minimum of 5+ years development and fundraising experience in related role;
- Experience raising funds from grantors, individuals and corporate sponsors, with an ability to meet quarterly and annual goals;
- Commitment to and passion for the mission and values of CATCH Global Foundation;
- Ability to work well with a team, take direction and feedback and share skills and knowledge;
- Detail oriented with strong project and time management skills, with ability to innovate and problem solve;
- Strategic mindset: ability to plan, execute, and evaluate;
- Excellent interpersonal skills, especially in collaborating with peers, teams and outside partners;
- Experience with donor database systems and management;
- Strong communication skills;
- Knowledge of the philanthropic community intersecting with national child health programs addressing physical activity, nutrition, SEL, and substance misuse prevention preferred.

While our organization was founded in Austin, TX – where a (slim) majority of our employees still reside – we are a 100% virtual work environment. We have regular in-person retreats (travel/lodging provided) to help us develop and grow together as a team, as well as get to know one another on a more personal level. Day-to-day, you can expect to interface with the rest of the CATCH team via video/voice calls, email, and Slack

Job Classification: Full-Time (Exempt)

Location: Anywhere in US (virtual)

Salary: \$60,000-\$65,000, commensurate with experience, plus incentives

Benefits: 100% employer-covered health insurance (other opt-in benefits available), generous vacation and parental leave policies, company retreats to fun cities around the US (Austin, Denver, Chicago, Nashville, and more), and work-from-home setting with flexible scheduling.

To apply, please submit a resume and cover letter to jobs@catch.org.