

Fundraising and Development Director

We are seeking an experienced fundraiser to develop and maintain a comprehensive private and public sector fundraising program. The ideal candidate is goal-oriented and results-driven with hands-on proficiency in soliciting and acquiring contributions. Key objectives are to cultivate major donor and sponsor relationships and to achieve funding goals.

Essential Functions:

1. Identify, define, solicit, and acquire funding resources available to SIH
2. Design, implement, and maintain a structured fundraising program as an aspect of SIH's overall program and as economic resource development
3. Develop strategies for and coordinates all fundraising activities of SIH in keeping with SIH goals
4. Aggressively seek new corporate/foundation funding sources and maintains relationships with current/past donors; represents SIH in meeting with potential funding sources
5. Design and implement a comprehensive development program and appropriate marketing strategies
6. Manage and maintain a current donor and sponsor database
7. Develop and articulate SIH's value proposition to package and market programs to donors and sponsors
8. Work collaboratively with staff members to identify avenues of economic support for programs/projects
9. Maintain close working relationships with the Board and the active, ongoing, and smooth functioning of this Board as it seeks to increase private and public sector funding for SIH
10. Maintain knowledge about the external environment as it relates to historical, education, and tourism-based organizations
11. Participate in tourism and other relevant organizations, remaining visible in the community

Qualifications:

- Bachelor's degree in nonprofit administration, marketing, business administration, or related field
- 4 years of related experience, including knowledge of foundation and corporate solicitations, annual giving, communications, and special events
- Experience implementing fundraising plans and cultivating relationships for all funding streams with a proven track record of achieving contributed income targets
- Proven experience in building sponsorship/donor relationships and contributions
- Knowledge of sales best practices and current fundraising trends
- Strong interpersonal and presentation skills required; ability to cold call, grow local contacts, and build and nurture effective business relationships
- High-level knowledge of MS office programs, Windows, and CRM database software

Position Information:

- Position Type: full-time, hours and days necessary to achieve performance goals including weekends
- Location: New Freedom, PA
- Travel: 50% outside office primarily in York County and northern Maryland; occasional outside local area

To Apply: Email cover letter and resume indicating position title in subject line to tlehman@steamintohistory.com