

Senior Fundraising Manager/Benefit Sales Director

Full Time Exempt
ASP of NY

The All Stars Project transforms the lives of youth and poor communities using the developmental power of performance, in partnership with caring adults. Entering our 36th year, the All Stars Project is a fast-paced and entrepreneurial national nonprofit organization, reaching 20,000 inner-city youth and their families in innovative, free programs in six cities each year. All Stars raises \$10 million in private funding annually from more than 4,000 individual, corporate and foundation supporters. ASP of NY is the largest city/business of the All Stars, raising \$4.5 million (or 45%) of its annual goal each year.

We are seeking a Senior Fundraising Manager/Benefit Sales Director based in our NYC national headquarters who is ready to join a dynamic team and work with donors, corporations and foundations to support our youth development programs.

Job Summary

The Senior Fundraising Manager/Benefit Sales Director will be a key member of the Development Department in the All Stars national headquarters, with a focus on building personal relationships with individual supporters, and on growing our corporate and foundation capacities. The Senior Fundraising Manager/Benefit Sales Director will sales direct our annual corporate benefit luncheon; conduct face-to-face meetings and calls to build the All Stars President's Committee; build corporate partnerships for the organization; and work with the development team to manage our foundation grants and proposals. This is an opportunity for leadership and growth as a key solicitor for ASP of NY. The Senior Fundraising Manager/Benefit Sales Director will report to the Director of Development.

Job Responsibilities

- Partner with Director of Development to reach the \$4.5 million overall annual fundraising goal for the All Stars Project of New York.
- Sales direct the Learning from Leaders Luncheon (\$600,000 annual goal), working with Director of Development to secure honorees/co-chairs, and then managing campaign to sell sponsorships and tickets, pitch companies on the importance of investing in local communities, and organizing guests to attend these high-level opportunities to see All Stars programs in action.
- Key liaison with companies involved with the DSY program around involvement and sponsorship opportunities.
- Manage a portfolio of 150 donors at the \$250-\$25,000 levels, and 100 donor prospects, conducting face-to-face meetings and phone calls connecting them to All Stars involvement opportunities, and building the President's Committee (\$1,000-\$25,000) base of support.
- Manage the NY Foundations campaign (\$225,000 annual goal), overseeing development team to develop dynamic grant proposals, reports and presentations on All Stars work to 8-12 key partners each year.

- Participate in 2-3 phone shifts per week during peak fundraising seasons (Feb-March, Sept-Dec), including some on weeknights and Saturday mornings.
- Lead teams of people – staff, board members, volunteers – on fundraising, event and other special projects.

Qualifications

- At least 5 years of direct fundraising experience required, including personal solicitations and event sales.
- Bachelor's degree or equivalent experience required.
- Knowledge of the NYC business community, and of corporate social responsibility efforts.
- Highly detail-oriented, organized, and motivated.
- Strong verbal and written communication skills.
- Superb administrative skills including use of MS Word, Excel, PowerPoint, and Outlook.
- Strong aptitude for learning database and online development tools, with experience in Raiser's Edge and MailChimp/Constant Contact preferred.
- Proven capacity to apply independent judgment in planning, prioritizing, and organizing multiple tasks in a diversified work load.
- Strong leadership and interpersonal skills and the ability to interact and communicate professionally with individuals at all levels of the organization.
- Flexibility in schedule. Some evenings and Saturdays are required for phone shifts, special events or other activities during peak season.
- Strong ability to convey the strategy and unique approach of the All Stars Project in the growing field of Afterschool Development.
- Understanding of poverty-related issues and a commitment to creating educational and developmental opportunities for inner-city youth in outside of school contexts.

Send cover letter and resume with minimum salary requirements (Word or PDF format only) to jobs@allstars.org. Please indicate "Senior Fundraising Manager, ASP of New York" in the subject line of your email for fastest consideration.