



**Title:** Fundraising Manager

**Job Location:** Newark, NJ

**Status:** Full Time Exempt

**Reports to:** Assistant Director of Development, ASP of NJ

*Are you looking to have a direct **impact from your work**?*

*Are you passionate about **human development and social justice**?*

*Do you want to work in a **creative environment** where you'll be challenged and inspired?*

*Join All Stars Project and take part in a national movement to engage poverty using an innovative performance-based approach that creates a sense of belonging for young people.*

### **Job Summary**

The Fundraising Manager for the ASP of NJ is a key member of a dynamic team responsible for the acquisition, cultivation, solicitation and stewardship of individual, corporate and foundation supporters. The Fundraising Manager will lead the annual campaign, serve as the assistant sales director for annual NJ Benefit Dinner, and lead the process of developing cultivation events and activities that connect our supporters with our young people as we build the national movement of Afterschool Development.

### **What You'll Do:**

- Manage a portfolio of 100 supporters who contribute at the \$250-\$10,000 range to ASP of NJ; cultivate and build their support through phone calls, in person visits, email and digital outreach;
- Lead the ASP of NJ Annual Campaign, including conceptualizing, developing and executing print, digital, and telemarketing communications for individual, corporate and foundation contributors;
- Oversee the production of special cultivation events designed to connect our supporters with our youth and programs, including cocktail parties, talent show visits, receptions with our City Leader, and more.
- Play a lead role in our largest event of the year, our Annual Benefit Dinner, partnering with board members, individual and corporate leaders on developing, planning and executing fundraising campaigns and creating a successful attendee and contributor experience;
- Play a lead role in developing and stewarding individual and corporate relationships. Partner with Fundraising and Youth Program leaders to identify and prioritize involvement opportunities. Cultivate and expand executive champions of ASP of NJ.

### **What You Bring to the Table:**

- Experience in stewarding relationships with individuals or corporations, including 3-5 years of direct fundraising experience.
- Knowledge of the NJ philanthropic market, and of corporate social responsibility efforts, preferred.
- A working understanding of annual and special event fundraising campaigns.
- Strong verbal and written communication skills, including use of MS Word, Excel, PowerPoint, and Outlook; online platforms such as MailChimp, Facebook, Instagram, and LinkedIn; fundraising database experience a plus (Raiser's Edge).
- Flexibility in schedule. Some evenings and weekends are required for phone shifts and special events.
- Bachelor's degree (required).
- Performing arts backgrounds are a big plus!

### **What We Offer:**

- Competitive salary commensurate with experience
- Strong health care package and benefits
- An uplifting, positive organizational culture centered around performance and improvisation
- A world-class national network of support and ongoing professional development for your role



### **About All Stars**

Founded in 1981, the All Stars Project is changing the national dialogue about how to meaningfully impact the lives of people growing up and living in poverty, and the role that “outside-of-school” plays in preparing inner-city youth for success in their lives. At All Stars, inner-city youth participate in community talent shows, leadership training in the corporate world, an award-winning police-community relations program, and more. We have transformed our unique programs into a movement reaching 20,000 inner-city youth and families each year in 6 cities, raising \$10 million annually in private funding.

We have become one of the country’s leading Afterschool Development organizations, creating a new model that uses performance as our approach to helping kids and their families grow on and off the stage, and bridge-building through volunteer and direct partnership initiatives between affluent supporters, their families, and the youth of All Stars. For more information about All Stars, please visit [www.AllStars.org](http://www.AllStars.org).

### **How to Apply**

*Send resume and cover letter along with minimum salary requirements (Word or PDF format only) to [jobs@allstars.org](mailto:jobs@allstars.org).*

*Indicate “Fundraising Manager, ASP of New Jersey” in the subject line of your email for fastest consideration. To learn more about All Stars Project, please visit our website at <https://allstars.org/>*