



Development Director

Position Summary

The Development Director is responsible for fundraising and donor engagement at Memphis Athletic Ministries. The Development Director will report directly to the CEO on the planning, organization and direction of the fundraising efforts at MAM. The Development Director focuses their efforts on expanding mid-major gifts, monthly giving, event-based fundraising and strategic growth efforts. Their role is primarily in developing relationships with MAM donors, foundations, churches and businesses to support brothers and sisters in Christ in stewarding their resources and accomplishing their goals.

Responsibilities

- Build and maintain relationships with donors, churches, foundations and business to engage the mission of MAM
- Leverage board members and key stakeholder relationships to strengthen the organization operations and campaigns
- Connect with Program Directors and site staff to remain aware of needs of sites and potential growth opportunities of programs
- Assist in establishing, implementing and evaluating annual strategic plans regarding development goals and objectives
- Manage team members to create a sustainable and innovative plan to meet the financial needs of the organization
- Organize and maintain donor database tracking and reporting
- With assistance from team members, lead donor communications including annual report, mailings, newsletters, social media and website
- Oversee and edit grant writing to provide foundations with opportunities to partner
- Advise the Board of Directors on the development of funding
- Serve as an articulate, passionate and visible spokesperson for MAM
- Attend meetings, trainings and conferences as necessary

Requirements

- A follower of Christ, representing our mission, vision and core values in their life inside and outside of MAM
- 3+ years of experience in fundraising or similar field
- Competent with Google Workspace, Salesforce, and other online management tools
- Able to effectively communicate with donors, foundations, staff, youth, volunteers and general public
- Able to lead a diverse team of staff and volunteers to accomplish goals
- An active member of a local church

Compensation

- Salary: \$60,000-\$70,000 based upon experience
- Cell phone plan fully paid for by MAM with additional cost incurred by employee
- Full benefits: Health, dental, 401k, long term disability, etc.
- 15 days paid vacation (accrued)

Submit cover letter and resume to Jonathan Torres at torres@mamsports.org

Memphis Athletic Ministries

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