

Senior Development Manager

Hours: Full time, Salaried / Exempt

Reports to: Director of Development

Compensation: \$67,000 - \$72,500

- **Health, dental, vision, and life insurance**
- **Flexible work environment**
- **Generous paid time off**



Summary of The GrowHaus:

Joining The GrowHaus is an exciting opportunity to join a fast-paced organization leading Denver's food justice movement. The GrowHaus' budget has doubled over the past three years, and we are continuing to maximize philanthropic contributions and earned revenue to drive sustained impact and cultivate community-led food justice!

Our fresh food access programs reach nearly every pocket of Denver, and we are serving over 5,000 people every week. Food access is our starting point, but we are passionate about disrupting the root causes of food insecurity by providing jobs, leadership development, and health and wellness programming to the communities we serve.

Summary of Senior Development Manager Role:

Are you a self-starter who is ready to run towards new ideas to get the job done? Are you a natural people person who isn't afraid to strike up a conversation? Are you a strategic thinker who is ready to turn vision into action? If you answered yes, this role may be right for you!

The Senior Development Manager is a crucial part of the Development and Communications team, primarily focused on strengthening The GrowHaus' individual giving program. This person will use their creativity to plan year-round campaigns and stewardship activities to increase individual giving and ensure our community of supporters feels appreciated and understands the impact of their donations. We're particularly excited for this person to grow and strengthen The GrowHaus' monthly giving program, También, which includes 500 members! The Senior Development Manager position is for someone who exudes tenacity in reaching fundraising goals, is able to adapt based on emerging trends, and is excited to grow their fundraising skills.

Responsibilities:

- Strategize and manage campaigns and stewardship activities throughout the year to welcome new También members and inspire existing members to increase their monthly pledges.
- Create and implement a stewardship strategy to increase donor retention and giving levels for individuals giving \$5,000 or less annually.

- Regularly provide meaningful organizational and programmatic updates to También members and other individual donors through newsletters, phone calls, letters, and other creative methods.
- In collaboration with the Director of Development and Communications Coordinator, create and execute an effective Colorado Gives Day campaign
- Manage The GrowHaus' donor database, Kindful.
- Support the planning of Harvest Week, our annual four-night fundraising event hosted in partnership with EatDenver, and other stewardship events throughout the year.
- Regularly meet and develop trusting relationships with individual donors and También members.
- Craft compelling proposals and reports for private foundations and corporate sponsors.

Required Job Skills, Experiences, and Qualifications:

- Conversational in English and Spanish
- Two to three years of experience working on a fundraising or communications team
- Excellent organizational skills and ability to excel at details and prioritize under pressure
- Proven track record in reaching fundraising goals
- Ability to thrive in a fast-paced environment with a high-achieving team
- Experience working with a CRM donor database
- Excellent interpersonal skills, ability to effectively and respectfully work with diverse individuals and community members
- Collaborative team member with a growth mindset
- Self-motivated and able to independently reach project deadlines

HOW TO APPLY:

Interested parties must submit a resume and cover letter addressing the questions below to Nina@thegrowhaus.org, with the subject line: Senior Development Manager Application.

→ Why you? Why this position? Why The GrowHaus?

**Additionally, please include your level of Spanish fluency*

Applications will be reviewed on a rolling basis.

People of diverse backgrounds and experience levels are encouraged to apply. The GrowHaus is proud to be an Equal Opportunity Employer. We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected

veteran, status as an individual with a disability, or other applicable legally protected characteristics.