



PEER-TO-PEER FUNDRAISING MANAGER

We are currently seeking a **Peer-to-Peer Fundraising Manager** to join our team in **Dallas, TX**.

Who We Are:

Make-A-Wish North Texas - Since 1980, Make-A-Wish has been creating life-changing wish experiences for children with critical illnesses around the world. Wishes are proven to have a positive impact on a child's physical and mental well-being and are credited with increased compliance with treatment. When a wish is granted, a child replaces fear with confidence, sadness with joy, and anxiety with hope, forever transforming the lives of children, their families, and entire communities.

Make-A-Wish North Texas is 100% locally funded and serves 161 counties across the state of Texas, including Dallas, Fort Worth, El Paso, Amarillo, Lubbock, Midland/Odessa, and the surrounding areas. Since our chapter's founding in 1982, we have granted over 12,000 wishes. To learn more about us, visit <https://wish.org/ntx>.

Our Mission:

Together, we create life-changing wishes for children with critical illnesses.

How We Work:

We are a culture grounded in the knowledge that wishes bring hope that can change everything. We care about our wish families, each other, ourselves, and our communities. We believe in communicating with curiosity, assuming the best of intentions, and listening to understand. We think it's important that all voices get to be heard. We are transparent. We passionately bring wishes to life, and we have a lot of fun along the way! Ultimately, we strive for joy in our work, so that we can be a source of joy for our wish kids and their families.

If your experience and skills meet the needs outlined in this job posting, and this is the type of work environment you value and want to be a part of, then please apply!

About the Role:

The Peer-to-Peer Fundraising Manager is responsible for driving Peer-to-Peer (P2P) and external events fundraising success through growth of strategic partnerships with corporations, community groups, secondary schools, and universities. The manager will be responsible for relationship management, identification and growth of new partnership opportunities, donor stewardship and acknowledgement, and representing Make-A-Wish North Texas at external events locally. This position works closely with regional development managers, volunteers, board members, regional council members, and their fellow development team members to reach ambitious revenue and participation goals.





What you'll do:

Core duties and responsibilities include the following. Other duties may be assigned.

- Responsible for recruiting fundraising volunteers with a focus on corporations, community groups, secondary schools, and universities who participate in P2P fundraising products resulting in revenue growth and achievement of goals.
- Maintain a working knowledge of Make-A-Wish North Texas' mission and program to provide input into the development of a strategic plan for the P2P fundraising products and external events including revenue, budget, goals, and timelines.
- Execute innovative strategic plan developed annually and revised periodically to ensure team exceeds all revenue goals.
- Responsible for the recruitment and cultivation of a high-level youth volunteer committees.
- Identify new prospects, build recruitment plans, and actively engage and network with prospects, constituents, and key donors to engage their support of Make-A-Wish fundraising offerings to expand external events and P2P fundraising.
- Manages relationships with our fundraising partners to ensure long term donor loyalty and the success of external events including relationships with national partners such as Chi-Omega and NCAA Division II programs within the chapter.
- Summarizes face-to-face visits, outreach and communication, and proposal details in donor records.
- Represent the Chapter at fundraising events and in the community.
- Align to our Rules of Engagement. We believe that our culture and workplace community thrive when we engage with our colleagues and constituents within these tenets:
 - Assume best of intentions
 - Listen to understand
 - Create a judgement-free zone
 - All voices get to be heard
 - Communicate with curiosity
 - Commit to transparency
 - Have fun!
- In accordance with the Make-A-Wish team philosophy, carry out or assists with other tasks in addition to those listed in the job description.

Our Perfect Candidate

Education and Experience:

- Bachelor's degree or related equivalent experience.
- Salesforce experience preferred.
- 1-3 years of P2P fundraising experience required.

Required Abilities and Skills:

- Proven ability to build and maintain strong relationships with donors, volunteers, and vendors.
- Extensive knowledge of online communication and fundraising strategies motivators and techniques.
- Proven ability to engage others in the achievement of revenue goals.





- In-depth understanding of P2P administration and management.
- Direct experience managing external events.
- Proven ability to manage several projects and priorities at one time.
- Comfortable working independently as well as collaboratively.
- Highly self-motivated.
- Experience with fundraising platforms. Prior experience with Salesforce and Luminate a plus.
- Demonstrated ability to relate positively to persons in a multi-cultural, pluralistic community.
- Demonstrated ability and willingness to solicit funds with donors and prospects.
- Demonstrated ability to communicate effectively and clearly, both verbally and in writing.
- Exceptional interpersonal skills necessary to work closely with all constituents including vendors, donors, staff, volunteers, wish families, and the public.
- Strong organizational and financial management skills.
- Demonstrated proficiency in MS Office and database management software such as Salesforce.
- Valid driver's license.

Company Offers:

- Competitive salary commensurate with experience and education
- Comprehensive benefits package available: *(healthcare, vision, dental and life insurances; 401k company match; paid time off and holidays)*

To Apply:

**Please submit your cover letter with salary requirements, and resume
to hr@ntx.wish.org**

We are an Equal Opportunity Employer!

