



Job Title: Director of Development (Augusta Market)

Reports To: Chief Development Officer

Posting Date: May 2025

Overview of Position:

The Development Director – Augusta Market is responsible for implementing fundraising strategies and campaigns that provide support to the overall Chapter revenue plan to enhance Make-A-Wish Georgia's ability to grant wishes and engage the community. This position is responsible for building long-term relationships with Make-A-Wish Georgia's corporate partners, individual donors, and community groups to engage them in our mission, while seeking out and establishing new relationships, and meeting or exceeding annual revenue goals.

Primary Job Duties and Responsibilities:

- Building and managing a revenue portfolio consisting of corporate, community groups, and individuals from the Augusta market and Lake Oconee area.
- Annual fundraising goal of \$500k
- Creating and developing unique fundraising opportunities for donors at the corporate and/or individual level.
- Engaging, supporting, and coaching volunteers, including Advisory Council Members, to maximize their fundraising efforts.
- Ensuring that donor records in the Salesforce database are current and maintained with a high degree of accuracy.
- Formulating, organizing, and articulating recommendations to senior leadership regarding proposal concepts and meeting strategies with high-impact corporate and individual donors.
- Developing and maintaining ties to the regional community to enhance the visibility of Make-A-Wish Georgia.
- Representing Make-A-Wish Georgia at networking events and promotions, including speaking engagements as needed.
- Supporting the successful completion of priority fundraising campaigns by honoring established best practices and providing direction to volunteers in event logistics and volunteer recruitment.
- Supporting and securing local third-party community fundraising activities.
- Ensuring all events and projects are consistent with the Foundation's mission, use of name, and event guidelines.
- Staying well-informed of national corporate partnerships, policies, guidelines, promotional opportunities, and resources as they relate to the fundraising program.
- Maintaining appropriate records in accordance with Make-A-Wish America and Make-A-Wish Georgia compliance standards, including but not limited to budgets, revenue tracking, proposal forms and licensing agreements, key contacts, and detailed descriptions of event/project implementation.
- Traveling as required to meet with donors, attend events, and engage with community groups across the Augusta Market and occasionally other regions within Georgia.
- Performing other duties as required.

Desired Qualifications:

- Passion for the mission and vision of Make-A-Wish® Georgia.
- Bachelor of Arts, Sciences, Business or comparable experience required.
- Minimum 10 years of experience in non-profit development with an established track record of successfully soliciting corporate gifts and building long-term partnerships.
- Experience in managing donor stewardship programs.
- Excellent project management, customer service, interpersonal, writing/presentation skills, and attention to detail.
- Accomplished public speaker who can speak to the Make-A-Wish Georgia mission in public forums and with the media.
- Highly professional and able to work successfully with a wide variety of constituents, including donors, board members, volunteers, and professional consultants.
- High levels of integrity, trustworthiness, flexibility, compassion, and humor are necessary to address the practicalities of a growing nonprofit, along with the creativity and persistence required to elicit new thinking and change.
- Ability to work with minimal supervision and manage multiple projects simultaneously.

Additional Details:

This role is a full-time remote position and must reside in the Augusta area. This role requires flexibility in scheduling, including availability for an occasional early morning or late afternoon meeting.

Overnight travel may be required. Physical demands may include lifting up to 25 pounds and standing for extended periods. A valid driver's license and reliable transportation are also required.

What We Offer:

- Competitive compensation for similar nonprofit roles
- Comprehensive benefits package: Medical, Vision, Dental
- Company provided Short Term Disability, Long Term Disability, and Life Insurance
- 401(k) Retirement Savings Plan and organizational match.
- Generous PTO Program to support your work/life balance.
- Connection to an awesome culture - purpose-filled and supported by service-minded individuals.

About Make-A-Wish® Georgia:

Since 1995, Make-A-Wish® Georgia has been creating life-changing wishes for children with critical illnesses. Make-A-Wish is an equal employment opportunity (EEO) employer and does not discriminate based on age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity, and/or expression, genetic information, marital status, status regarding public assistance, veteran status, or any other characteristic protected by federal, state, or local law.

To apply, email your cover letter, resume, and salary range to jobs@georgia.wish.org.