

Job Title: Southeast Development Manager (Savannah)
Reports To: Southeast Development Director (Savannah)
Function: Fundraising/Development
Posting Date: 7/20/2026



Position Summary

The Southeast Development Manager supports the fundraising efforts of Make-A-Wish Georgia in Savannah, GA and surrounding areas by securing new philanthropic partners, managing fundraising events and campaigns, stewarding donors, and ensuring accurate data entry and reporting. This position is responsible for building long-term relationships with corporate partners, individual donors, and community groups to engage with our mission. This role is essential in helping secure the resources that enable Make-A-Wish Georgia to grant life-changing wishes for children with critical illnesses. The ideal candidate is detail-oriented, collaborative, highly organized, and passionate about Make-A-Wish Georgia's mission.

Primary Job Duties and Responsibilities

- Building and managing a revenue portfolio of corporate, community groups, foundations, and individuals from the Savannah area market
- Maintaining and strengthening a donor portfolio to include cultivation of new donors, stewardship, retaining, and increasing support through moves management
- Collaborate with the Southeast Development Director to increase the overall revenue in the Savannah market
- Creating and developing unique fundraising opportunities for donors at the corporate and/or individual level
- Ensuring that donor records in the Salesforce database are current and maintained with a high degree of accuracy
- 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
- Manage donor stewardship activities such as thank-you letters, calls, impact updates, and special recognition touchpoints
- Support donor prospecting by conducting research and helping identify new funding opportunities
- Respond to donor inquiries and provide excellent donor care

Event Logistics & Promotion

- Assist with setup, planning, and execution of internal fundraising events
- Facilitate at least one community event
- Help secure in-kind donations and promotional support from partners
- Collaborate with communications staff to produce event marketing collateral
- Track ROI and outcomes for assigned campaigns and events

Community Engagement & Stewardship

- Support relationship-building efforts with sponsors, donors, and partners
- Help maintain donor and sponsor records in Salesforce
- Assist in executing recognition and stewardship programs
- Participate in outreach efforts to raise visibility of Make-A-Wish Georgia's mission

Qualifications:

- Passion for the mission and vision of Make-A-Wish® Georgia.
- Bachelor's degree or equivalent experience preferred
- Highly professional and able to work successfully with a wide variety of constituents, including donors, board members, volunteers, and professional consultants
- 3-5 years experience in non-profit development with an established track record of successfully soliciting corporate gifts and building long-term partnerships.
- Strong organizational, interpersonal, and written communication skills
- Comfortable working with donors, volunteers, and corporate representatives
- Professional, adaptable, and detail-oriented with a passion for mission-driven work
- Proficiency in Microsoft Office and donor database platforms like Salesforce
- Ability to manage multiple tasks in a fast-paced, deadline-driven environment
- Professional and polished image
- Ability to work with minimal supervision and manage multiple projects simultaneously
- High levels of integrity, trustworthiness, flexibility, compassion, and humor are necessary to address the practicalities of a growing non-profit

Additional Details:

- This role is a full-time remote position and must reside in the *Savannah 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.