

DEVELOPMENT MANAGER

Chances are, you've probably enjoyed Girl Scout Cookies and know about our great leadership experiences for girls but you might not know you can build a professional career as a Girl Scout employee. The Girl Scouts of Central and Western Massachusetts is hiring a manager to lead our fund development work. Applicants must have a strong belief in our mission (to build girls of courage, confidence, and character who make the world a better place) and a passion for partnering with donors to sustain and expand our ability to help girls improve their lives.

We are committed to building a robust organizational culture where diversity, equity, and inclusion are at its core. We denounce racism, violence, injustice, and inequity. We strive to ensure that ALL who engage in this community are valued and recognized, and that they find a true sense of belonging.

The development manager reports to the Chief Executive Officer and the position is classified as exempt with a hiring range of \$65,000 - \$68,000/year, depending on skill level and experience.

In this position, you will expand your experience with a variety of responsibilities including:

- Develop and implement contributed revenue strategy and budgets
- Engage the Development Committee of the board of directors in establishing fundraising strategies and goals
- Help position Girl Scouts ahead of major funding changes or trends
- Prospect for new donors, cultivate current prospects, make fundraising asks, steward current donor relationships
- Acknowledge contributions and maintain the donor database
- Identify grant funding opportunities; collaborate with managers to determine funding needs and submit proposals

Applicants must be able to work a flexible schedule including some evening and weekend work, have a current driver's license and dependable transportation, and have an acceptable Criminal Background Check (CORI/SORI).

Girl Scouts provides an excellent benefits package for employees that includes:

- A positive and inclusive work environment
- Paid holidays (including Juneteenth) & a winter break; 3 weeks of vacation; 3 personal and 12 sick days
- Group health insurance plan with employer paying 75% of the premium; FSA or HSA available
- Group dental insurance plan with employer paying 50% of the premium
- Employer paid life and long-term disability insurance
- 401K plan with employer match after one year

Interested applicants are encouraged to submit a cover letter and resume to hr@gscwm.org.