

DIRECTOR OF DEVELOPMENT, DOWNTOWN BOXING BYM DETROIT

The Downtown Boxing Gym Youth Program (www.downtownyouthboxing.org) is a nonprofit after-school program for students ages 8-18. Through education, athletics, mentorship and intervention, the Downtown Boxing Gym (DBG) empowers Detroit students to become positive and productive members of society.

We have an incredible opportunity to accelerate our great work and growth at The Downtown Boxing Gym and make a massive impact on our youth. We're seeking a **Director of Development** (Fundraising). If you're an experienced fundraising leader, this could be a perfect opportunity for you. Join our team and help us train kids for life.

The responsibilities of the role:

- Develop and execute DBG's annual fundraising plan
- Planning, executing and evaluating fundraising campaigns and activities
- Managing the organization's budget and fundraising income programs
- Identifying and stewarding prospective donors
- Recruiting and training fundraising staff and volunteer leaders
- Secure financial support from individuals, foundations and corporations
- Oversee staff responsible for data entry and gift processing in Salesforce
- Develop and maintain ongoing relationships with major donors
- Creating and executing a strategy for a large sustained base of annual individual donors
- Overseeing organization of special events
- Developing and tracking proposals and reports for all foundation and corporate fundraising
- Maintaining relationships across all teams
- Training all staff on what fundraising looks like for DBG
- Staying on top of fundraising trends and the nonprofit community
- Collaborating with the board of directors to create and implement a fundraising plan
- Collaborating with the communications team to develop a digital fundraising strategy
- Furnishing board with regular progress reports

What you'll bring to the table:

- Bachelor's degree in business, non-profit management, or related field
- 5+ years of sales or business development experience
- Proficient with sponsorship solicitation
- Entrepreneurial spirit - ability to work independently and collaboratively
- Familiarity with CRM nonprofit software, donor databases and other fundraising technology to use in your daily job duties
- Ability to work collaboratively with team members, volunteers and others
- Clear and effective verbal and written communication skills for a variety of audiences
- Time management skills required



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- Organizational skills required
- Ability to work collaboratively
- Be respectful of all staff, students, family and our community
- Able to rapidly adapt to changing situations

Position location: This role is located onsite at our facility in Detroit. This is **not** a remote position.

DBG offers a comprehensive rewards package that includes: healthcare benefits, paid time off, 401(k) with company matching and company paid short-term disability coverage.

At DBG we go above and beyond, not because we have to, but because we want to. Come join our amazing team!

