Senior Development Manager

Hours: Full time, Salaried / Exempt
Reports to: Director of Development
Compensation: $55,000 - $65,000 plus benefits

Summary of The GrowHaus:
The mission of The GrowHaus is to cultivate community-driven food justice through education and food access. We believe healthy food is a right, not a privilege, and work to ensure residents of North Denver’s Globeville and Elyria-Swansea neighborhoods have access to a reliable source of healthy, culturally relevant food. Food access is our starting point, but we are also working to connect residents to health and wellness resources and build community wealth. During the year, we offer adult, children, and multigenerational programming around growing and cooking healthy food and overall wellness. We strive to be a community-driven organization, meaning that our goal is to have all programs led and implemented by members of our community or others from similar neighborhoods. Joining The GrowHaus is an exciting opportunity to join a fast-paced organization leading Denver’s food justice movement. The GrowHaus’ budget has doubled over the past three years, and we are continuing to maximize philanthropic contributions and earned revenue to drive sustained impact.

Summary of Senior Development Manager Role:
The Senior Development Manager will be a crucial part of the Development and Communications team, strengthening The GrowHaus’ individual giving program. This person will create and implement year-round campaigns and stewardship activities to increase The GrowHaus’ individual donor base and year-over-year giving. There is a particular emphasis on growing The GrowHaus’ monthly giving program, También, which includes 500 members making an average gift of $30 per month. The Senior Development Manager position is for someone who exudes tenacity in reaching fundraising goals, able to think strategically, and quickly adapt based on emerging trends.

Responsibilities:

➢ Strategize and manage campaigns and stewardship activities throughout the year to welcome new También members and inspire existing members to increase their monthly pledges.

➢ Create and implement a stewardship strategy to increase donor retention and giving levels for individuals giving $1,000 or less annually.

➢ Regularly provide meaningful organizational and programmatic updates to También members and other individual donors through newsletters, phone calls, letters, and other creative methods.
➢ In collaboration with the Director of Development and Communications Associate, create and execute an effective Colorado Gives Day campaign

➢ Manage The GrowHaus’ donor database, Kindful.

➢ Regularly meet and develop trusting relationships with individual donors and También members.

➢ Support the identification of potential private foundations and corporate sponsors.

Required Job Skills, Experiences, and Qualifications:
● Conversational in English and Spanish
● Two to three years of experience working on a fundraising or communications team
● Proven history of reaching fundraising goals and targets
● Experience working with a CRM donor database
● Experience with digital marketing and communications
● Excellent interpersonal skills, ability to effectively and respectfully work with diverse individuals and community members
● Excellent organizational skills and ability to excel at details and prioritize under pressure
● Highly responsible and comfortable working independently

HOW TO APPLY:
Interested parties must submit a resume and cover letter addressing the questions below to Nina@thegrowhaus.org, with the subject line: Senior Development Manager Application.
→ Why you? Why this position? Why The GrowHaus?
*Additionally, please include your level of Spanish fluency

Applications will be reviewed on a rolling basis.

People of diverse backgrounds and experience levels are encouraged to apply. The GrowHaus is proud to be an Equal Opportunity Employer. We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.