

American Vegan Society -- Development Manager

Do you care about animals and the environment, love delicious vegan food, and have a passion for fundraising? Want to align your work with your values? Join the team of the longest-running national vegan organization in the U.S.!

American Vegan Society (AVS) is growing and needs an ambitious fundraising professional to develop and deliver the strategy we need to meet the demands of a charismatic nonprofit in the vegan movement. As our first professional whose primary function is to raise funds, we need a kind, loyal, passionate networker with a positive outlook on life. The Development Manager reports directly to the Vice President and works closely with the Treasurer, membership department, and Communications Director.

Work mostly remote from home, sometimes at office in Old City Philadelphia, and occasionally at HQ in Malaga NJ. AVS is a fun, innovative team running a historic and future-forward, synergistic organization. Enjoy flexible working hours, generous vacation time, delicious food, and friendly respectful hard-working coworkers in a solution-focused, creative atmosphere.

The Development Manager will:

(listed in approximate order of priority)

Create and achieve ambitious yet attainable development goals for AVS – general and specific. General: Create the systems and processes required for AVS to sustain itself financially over the long term. Specific: new American Vegan Center in Philadelphia, upcoming capital project, and innovative new projects

Increase public understanding and awareness of AVS, its programs, and its need for support. Work closely with Marketing to develop creative strategies to expand our donor base using a friendly, welcoming brand of veganism.

Develop major donor and legacy programs by uncovering shared values and cultivating meaningful relationships with donors and prospects, then providing opportunities for people to invest in areas important to them

Maximize fundraising potential from online platforms. Manage giving programs such as Amazon Smile.

Maintain accurate and timely data in all stages of donor correspondences and acknowledgement utilizing our CRM (Zoho) and additional methods

Increase individual donations from AVS members and supporters

Apply for grants

Create challenge events or other community events that people use to support AVS

Be a liaison with our restaurant sponsors and expanding that program

Identify and implement other new fundraising revenue

Begin a corporate sponsorship program and create a vegan coupon book for members.

Strengthen AVS' synergy with other vegan organizations for the common good of the movement

Contribute to AVS' e-newsletter, magazine, press releases, and other communications where related to achieving development goals

Some general AVS tasks as needed occasionally such as help with specific events.

Requirements:

Education and experience:

Bachelor's degree in an applicable field and at least three years of experience in successful fundraising.

Experience in nonprofits: administrative, fundraising, and collaborative

Experience with data maintenance, compilation, and analysis, especially utilizing CRM program including membership and donor data, and creating effective mass emails

Microsoft Office programs: Word, Excel, PowerPoint

Strong math skills, budgeting experience, and general financial savvy

Work Skills you will utilize at AVS:

Eligible to work and travel in the U.S.

Sense of ownership and responsibility while working within an organized team structure.

Ability to determine work priorities and juggle multiple tasks efficiently and accurately. Deadline- and detail-oriented. Excitement and commitment to long- and short-term goals.

Use of QuickBooks for Nonprofits

Willing and able to undertake appropriate training and development as required.

Personal values and skills:

A commitment to the values of American Vegan Society. Basic knowledge of veganism and dynamic harmlessness.

Excellent interpersonal skills including conscientious, confident, compassionate

Excellent written and verbal communication skills. Professional, yet friendly. Sense of humor

Love of teamwork with significant autonomy to accomplish deadlines.

The perfect applicant has been an AVS member for many years and attended AVS events. They would have general knowledge and substantial experience in Philadelphia-area philanthropy and the ability to quickly relate their skills to our setting and needs. Living in Greater Philadelphia is a big plus, but not an absolute requirement.

Apply: Send your one-page resume to Anne@americanvegan.org. In the cover letter please include what excites you about this role at AVS and explain how you meet the requirements (what cannot be seen easily on your resume), your social media handles, 3 professional references, and a description and/or photo of your favorite vegan food.

Interviews are being conducted now until position is filled. Salary and hours are negotiable; expect it to be a position that builds in hours and salary gradually with your success.