

# American Vegan Society -- Development Manager (PT)

American Vegan Society (AVS), the longest-running vegan organization in the United States, seeks an ambitious fundraising professional to develop and deliver strategies to meet and accelerate the nonprofit's impact and visibility in the vegan movement. AVS is seeking a kind, loyal, passionate networker to advance the organization's growth. If you embrace a vegan lifestyle, care about animals and the environment, and are skilled in fundraising, this is an exciting opportunity to align your work with your values.

## **Primary Duties and Responsibilities:**

The Development Manager will be expected to take immediate responsibility for the planning, oversight, and implementation of AVS' fundraising program, including:

- Develop and execute a multi-year strategic fundraising plan tied to annually budgeted revenue goals; aligned with AVS' mission, vision, and values; and grounded in industry best practices.
- Steward a culture of philanthropy, in partnership with the Vice President, staff leadership, and Trustees, that will support AVS' long-term financial health and sustainability.
- Identify, refine, and elevate the high-impact individual and institutional revenue channels, fundraising programs, and external partnerships that will further AVS' growth.
- Establish metrics to ensure accountability and measure progress toward goals.
- In partnership with the Communications Director and marketing team, build a pipeline of new donor prospects through the development of targeted content, campaigns, and engagement strategies across AVS' digital, social, and analog communication channels.
- Lead and drive organizational fundraising results through the direct cultivation, solicitation, acknowledgement, and stewardship of key major donors, strategically aligning philanthropic interests with priority funding opportunities.
- Maintain accurate and timely data and reporting utilizing the organization's CRM and related tools.

This job description is not intended to cover a comprehensive listing of the activities, duties, or responsibilities required to successfully execute this position.

## **Preferred Qualifications:**

- Bachelor's degree in an applicable field and at least three years of experience in successful fundraising at a local, regional, or national nonprofit.
- Excellent interpersonal, written, and verbal communication skills.
- Ability to develop and maintain productive and professional working relationships with leadership, board members, colleagues, and volunteers.
- Ability to work independently and as part of a team structure.
- Ability to manage multiple projects, establish priorities, and adhere to deadlines.
- Commitment to and accountability for short-term and long-range goals.
- Experience working with CRM databases, and data analysis and reporting.
- Commitment to professional development.
- Commitment to AVS' mission and values.

**Job Specifications:**

Terms of employment: Part-time 10 hours/week

Reports to: Vice President

Location: Remote in the U.S. (proximity to the Greater Philadelphia region a plus)

Travel: Occasional travel, as required, for donor visits, and to AVS headquarters (Malaga, NJ) and American Vegan Center (Philadelphia)

**To Apply:**

Please submit your cover letter and resume to [Anne@americanvegan.org](mailto:Anne@americanvegan.org). In the cover letter, include what excites you about this role at AVS, how you meet the requirements, and your social media handles if applicable. Please include three professional references with your submission.

Applications will close on March 31, and interviews will commence the week of April 3. While all applicants will be considered, only successful candidates will be contacted for interviews.

The American Vegan Society is an Equal Opportunity Employer committed to workplace inclusion and diversity, and does not discriminate on the basis of race, gender, sexual orientation, national origin, disability, or age.