



REVENUE DEVELOPMENT MANAGER

ABOUT ON MY OWN OF MICHIGAN

[On My Own of Michigan](#) is a metro Detroit nonprofit making independent living possible for people with developmental disabilities.

Through our unique blend of skill-building experiences, social activities, and personalized support, 100 people with developmental disabilities (our most ever!) had the support they needed to build and maintain their independence in 2023.

And now, after more than 25 years of service and growing enrollment in our programs, we've expanded our services to meet the increasing needs of our community.

This expansion includes new immersive independent living and learning experiences for teens and young adults, as well as plans for an affordable housing community for people with and without disabilities.

As we expand our work, we're now seeking a Revenue Development Manager to join our growing team.

A DAY IN THE LIFE AS OUR REVENUE DEVELOPMENT MANAGER

Our Revenue Development Manager will work closely with our CEO and is responsible for managing our revenue development work and growing our contributed revenue to fund our current and future programs. This work includes, but is not limited to,

- developing and executing the organization's revenue development strategy and annual fundraising and marketing initiatives,
- developing and executing a tailored donor prospecting, cultivation, solicitation, and stewardship strategy,
- soliciting gifts from individual, corporate, foundation, and government donors,
- planning and executing our print, email, website, social media, and event marketing and fundraising efforts, and
- maintaining an accurate donor database and analyzing our fundraising and marketing data to continually refine our revenue development strategy.

Because we're a small and growing organization, the Revenue Development Manager may also be asked to pitch in where needed and complete other duties as assigned.

ABOUT OUR IDEAL CANDIDATE

Personal Characteristics

Our ideal candidate is:

- ✓ flexible,
- ✓ collaborative,
- ✓ creative,
- ✓ proactive,
- ✓ reliable and punctual,
- ✓ calm under pressure,
- ✓ committed to growth and improvement,
- ✓ able to multi-task,
- ✓ comfortable working with a diverse population and engaging in our equity work, and
- ✓ committed to helping people with developmental disabilities achieve independence.

Educational and Professional Experience

All candidates must have:

- ✓ at least three years of fundraising experience,
- ✓ at least three years of marketing experience,
- ✓ a successful major donor (\$10K+) solicitation track record,
- ✓ comfort with making fundraising asks of all kinds,
- ✓ strong relationship-building skills,
- ✓ a willingness to find and create new opportunities for revenue growth,
- ✓ superior written and verbal communication skills,
- ✓ comfort and skill in developing marketing materials that work, and
- ✓ an ability to organize and accomplish project tasks on deadline.

We're committed to matching the diversity of our staff with the diversity of our community and encourage people with developmental disabilities, people of color, and people of all genders to apply.

Benefits to Look Forward to

- ✓ a starting salary range of \$65,000 - \$75,000 dependent on experience
- ✓ [generous wellness benefits](#)

Our Revenue Development Manager role is a full-time, exempt position and reports to the CEO. While the position has schedule flexibility and regular opportunities to work from home, occasional evening and weekend hours may be necessary.

We'd Love to Meet You!

If you're interested in becoming our Revenue Development Manager, please email your resume to Jennifer Roccanti, CEO, at jennifer@onmyownofmi.org.