

SpringSpirit Development Manager

Sorrell is proud to partner with SpringSpirit in its search for a new Development Manager. SpringSpirit is a Houston-based, Christ-centered, nonprofit organization that is committed to creating opportunities for disadvantaged youth. Its mission is to provide safe pathways for youth to realize life opportunities through sports, education and mentoring programs that are based on Christian principles. SpringSpirit accomplishes its mission through four distinct, yet interconnected, pathways:

- Providing programs, combined with the teaching of the gospel, designed to support and grow the mind, body and soul;
- Offering a first-class sports training facility in the heart of the North Spring Branch community;
- Pairing compassionate and caring mentors with our youth; and
- Finding life opportunities that can help our participants contribute to their community and society and act as stewards for others.

More information can be found at <https://www.springspirit.org>.

Development Manager Overview

SpringSpirit is currently seeking a motivated individual for the role of Development Manager. The ideal candidate's primary responsibilities are to support the planning, development, and implementation of strategic initiatives to manage and grow the organization's philanthropic foundation relationships, fundraising events, donor communication/marketing, and financial planning practices to further enhance the mission of SpringSpirit.

Position Responsibilities

- Develop and enhance relationships between SpringSpirit and the philanthropic community in Greater Houston and beyond; includes foundations, endowments, corporations, individuals, churches, schools, and other community partnerships
- Manage SpringSpirit's portfolio of relationships with philanthropic foundations, corporations, community organizations, schools, and churches; cultivate new sources of revenue and support for SpringSpirit through donor/prospect research; and steward existing partnerships for sustained and increased levels of support
- Develop and manage special events that support SpringSpirit including strategizing, coordinating, assisting, and engaging positively with special event chairpersons, volunteers, and donors; focus on proposing an annual event agenda that is accretive and then executing accordingly; will include some/all aspects of marshalling support and rolling out; must be well-integrated with other activities to avoid distraction or cannibalization of other SpringSpirit events
- Develop and execute a process for regular, strategic engagement and cultivation of donors through newsletters, Annual Report, personal communications, donor appreciation events, etc.
- Develop and maintain revenue and expense budgets, and communicate actual and expected variances to the Director of Development and the Board of Directors
- Maintain and edit design of marketing materials for fundraising purposes
- Conduct database review, data cleansing and data manipulation to maintain accurate donor information
- Work with the Director of Development, Development Committee and Board to update fundraising strategies, and plan/deliver annual fundraising goals
- As a complement to the Director of Development, provide critical support to all fundraising initiatives, including, but not limited to:
 - being a face of the SpringSpirit within the community and advocate for its activities, programs, and goals
 - expanding awareness and support for fundraising
 - assessing, developing, building, and maintaining collaborative relationships and partnerships
 - helping align fundraising efforts with operational needs

- planning, developing, mounting, and managing an endowment campaign and/or capital campaign
- collaborating with the Community Engagement team, as appropriate, to be visible, develop and execute communications strategies that will build relationships and enhance SpringSpirit's presence in the local community
- leveraging all forms of media to build the SpringSpirit brand across all stakeholder groups...donors, participants, partners, supporters, etc.
- Embrace and steward SpringSpirit's core values:
 - operational excellence
 - respect for the individual
 - focus on family and community
 - integrity
 - perseverance
 - teamwork

Essential and Preferred Personal Attributes, Skills and Experience

- Bachelor's degree
- 5-10 Years' Experience in Development or Advancement (preference is with a local non-profit organization); the most recent 3 years in direct fundraising
- Ability to contribute to the development and implementation of the strategic goals and objectives of the fund-raising activities of SpringSpirit
- Strong leadership, management, and problem-solving skills
- Ability to work in a dynamic and creative environment, while supporting organizational programming efforts as needed
- Excellent communicator; Highly developed interpersonal skills
- Extremely organized, with an ability to manage multiple projects, deadlines, and initiatives simultaneously
- Articulate, professional demeanor with strong self-confidence and initiative
- Working knowledge of Microsoft Office and eTapestry or other donor management systems (Raiser's Edge etc.)
- Experience in the planning and execution of large-scale donor events (500+ people)
- A strong personal connection to the mission of SpringSpirit
- Demonstrated ability and a strong desire to grow in depth and breadth of leadership roles
- History of teamwork
- Brings an extensive network and Rolodex of relevant contacts
- Complementary experience in ministry, education, mentoring and/or sports

Organizational Relationships

- **Accountability:** Immediately responsible to the Director of Development with additional accountability to the Development Committee Chair for specific objectives
- **Constituencies:** Board of Directors, Development Committee, charitable foundation trustees, major donors, church leadership, corporation leadership, stakeholders of various partner entities, SpringSpirit staff, volunteers, and community friends
- **Direct Reports:** Anticipated in the not-too-distant future; needs to be ready to manage people as the need/opportunity is presented

Compensation

Compensation is competitive and commensurate with experience. Attractive benefits package.

Application and Referral Process

Applicant review is currently underway and will continue until the candidate has been selected. To nominate or be considered for this position, please contact Priscilla Plumb at priscilla@sorrellco.com / 281-224-0881 or Laura Sorrell at laura@sorrellco.com / 713-854-5351. All inquiries will be held in confidence.

About Sorrell

Sorrell is a highly relational provider of executive recruiting. Our mission is to serve as partners with our clients to accelerate their efforts to attract, hire and retain talent that impacts the future of the organization. For more information, call 713.840.1870.