



Development Associate

Mission

Project Morry is a comprehensive, year round youth development organization dedicated to empowering children from under-resourced communities to envision a positive future. Our nine year commitment to each child seeks to close the opportunity gap through a combination of academic enrichment and support, an exceptional summer camp experience, and one-on-one mentoring.

Position

The Development Associate for Project Morry is an energetic and hands-on team member. Working closely with the Director of Development s/he is responsible for supporting a dynamic multi-platform fundraising strategy with a focus on marketing, special events, and peer-to-peer fundraising. This is an outstanding opportunity for a highly motivated individual to play a critical role while developing leadership and professional skills.

Marketing and Communications

- Develop and implement an integrated marketing and communications calendar and process including direct mail, traditional and social media.
- Manage Project Morry's social media channels, website and online brand. Work closely with Development and Program teams to create and post engaging content regularly. Monitor and support Project Morry's online engagement with all stakeholders including students, families, donors, corporate and foundation supporters.
- Create compelling written materials on Project Morry's mission, vision and impact to support marketing and program materials as well as print, digital and social media.
- Develop marketing materials in support of special events, appeals, and campaigns. Coordinate the creation of the Project Morry Annual Report.
- Establish strategic partnerships with businesses, foundations, and other nonprofits that advance Project Morry's mission. Act as a spokesperson for Project Morry, attending events, conferences, and other networking opportunities to represent the organization in the community.

Peer-to-Peer Fundraising

- Manage Project Morry's peer-to-peer fundraising strategy, specifically the Camps That Give and Kids That Give programs.
- Develop annual revenue goals and plans based on historical performance and current partnership information.
- Engage partner camps, youth volunteers, and donors directly to create fundraising opportunities online and in person via the Project Morry website, social media fundraisers, camp events, and other activities. Ensure ongoing stewardship of donors and partners.

Individual Giving

- Support the Director of Development, Executive Director, and Board of Directors in the solicitation of donations and ongoing relationship management for gifts at all levels.
- Provide research, support materials, talking points, and managing logistics for donor meetings and site visits as needed.
- Manage monthly invoicing and follow up of pledges in coordination with the Director of Administration

Events

- Support the planning and execution of Project Morry's annual Fall Benefit and Spring Young Professionals event as well as targeted cultivation events.

- Work with Development team to set and reach revenue goals, including identification and solicitation of sponsorship opportunities.

Qualifications

- Experience in communications and marketing for non-profit organizations preferred. Graphic design skills and experience a strong plus.
- Experience working in fundraising, particularly peer-to-peer and social media preferred.
- Proactive problem solver in an entrepreneurial environment. Able to think critically with excellent follow through and attention to detail.
- Strong project management skills required.
- An engaging personality capable of energizing donors and stakeholders about Project Morry's mission and programs.
- Flexible team player with a high level of professionalism who works collaboratively.
- Exceptional written and verbal communication skills.
- Bachelor's degree required.
- Proficiency in Salesforce preferred.

Project Morry is an equal opportunity employer. People of color, women, people with disabilities, immigrants, veterans, members of the LGBTQ community, and those with lived experiences in the communities we serve are strongly encouraged to apply.

Hours and Compensation

This is a full-time position. Compensation is dependent upon experience.

How to Apply

Please send resume and cover letter to Christine Elstein, Director of Development, at Christine@ProjectMorry.org. No calls please.