



Position: Senior Relationship Manager

Organization: After-School All-Stars

Reports To: Vice President of Development

Location: Flexible

ORGANIZATION BACKGROUND: Founded in 1992, After-School All-Stars provides free, daily afterschool programs to over 90,000 youth in over 450 school sites in 19 chapters across the U.S. Our vision is for our All-Stars to be safe and healthy, to graduate high school and go on to college, to find a career they love, and to give back to their communities.

A UNIQUE OPPORTUNITY: After-School All-Stars is seeking a Senior Relationship Manager to be part of its national Development team. This is a dynamic role, with opportunity for exposure in fundraising with funding partners in sports, entertainment, as well as cause marketing. This is the ideal position for a fundraising professional seeking career development in a fast-paced and exciting work environment that will require a diverse array of skills. The successful candidate will be able to support a wide range of development functions and would enjoy working in an entrepreneurial organization. Candidates should have experience closing six-figure deals.

RESPONSIBILITIES

Prospect Research (40%)

- Lead prospecting efforts to identify new corporate and foundation funding opportunities, including conducting extensive research on each prospect to determine alignment with organizational priorities
- Collaborate with Devo team to maintain and manage a robust pipeline of new funding opportunities

Grant Writing (25%)

- Lead development of competitive corporate and foundation proposals to secure new funding
- Collaborate with Devo team to develop major funding proposals, including project management and research as needed

Grants Management (20%)

- Manage a portfolio of existing funder relationships and oversee implementation of all deliverables, including grant reports and renewal applications
- Collaborate with Devo, Finance, and Programs teams to develop high-quality reports and proposals
- Drive year-round engagement of existing funder relationships, including development and implementation of funder engagement plans for top accounts

New Business (15%)

- Cultivate and manage relationships with new funders to secure new support
- Support development and implementation of new business plans
- Develop briefing materials for ASAS leadership new business efforts

WHO SHOULD APPLY?

- Demonstrated excellent writing skills (writing samples required)
- Outstanding oral communication skills
- Highly organized and resourceful
- Ability to work autonomously, multi-task, and manage deadlines
- Excellent interpersonal skills and ability to work collaboratively on a team
- Passionate and committed about ASAS' mission
- 5+ years of relevant development or sales experience
- Salesforce experience preferred

- Bachelors degree required, higher degree preferred

SALARY AND BENEFITS: The salary for this position is commensurate with qualifications and experience of the individual candidate. ASAS offers a competitive benefits package, including medical, dental, vision, 18 days of paid time off, and 15 paid holidays.

HOW TO APPLY: Please submit a resume, cover letter, and writing samples in PDF format via e-mail to: asasjobs@afterschoolallstars.org. Please put "Manager of Development" and your last name in the subject heading.

LEARN MORE ABOUT AFTER SCHOOL ALL-STARS: To learn more about ASAS, please visit our website: www.afterschoolallstars.org