



## **National Development Manager**

### **Mission:**

We change lives and communities by custom designing and fully furnishing home interiors for individuals, families, and veterans emerging from homelessness.

### **Vision:**

We create dignity through design. A house is not a home without a warm bed and a place to gather with family. Our home makeovers change an entire mindset, generating an immediate focus on self-empowerment and long-term stability. Humble Design sets families on a course toward a bright and hopeful future.

### **Purpose:**

Founded in 2009, Humble Design has transformed the lives of over 9,000 individuals emerging from homelessness. Our typical client has secured permanent housing but may only have an air mattress and a few dishes when they move in. We provide personalized design services, then fully furnish their empty space using donated furniture and furnishings. We currently operate in Detroit, Chicago, Cleveland, San Diego and Seattle. The dedication of our volunteers, staff, donors, and agency partners helps us address an unmet need in the continuum of care for families experiencing homelessness in the United States.

### **The Role:**

As the National Development Manager for Humble Design, you will play a pivotal role in participating in and orchestrating national development initiatives, city fundraising initiatives, major fundraising endeavors, and special projects. Your primary responsibility will be to strategize and help execute fundraising campaigns, foster corporate relationships, help steward corporate sponsorship, explore new business opportunities in collaboration with the board and CEO, and contribute to the success of city events. This position requires a dynamic individual with strong leadership skills, a proven track record in fundraising, and the ability to cultivate meaningful partnerships to support the mission of Humble Design.

**Responsibilities:**

- Develop and execute comprehensive fundraising strategies to meet financial goals and support the organization's mission.
- Cultivate and nurture corporate relationships to secure financial support and partnerships.
- Help lead corporate sponsorship solicitation efforts, ensuring alignment with organizational objectives.
- Collaborate with the board and CEO to identify and capitalize on new business opportunities for fundraising.
- Work closely with internal teams and volunteers to coordinate and implement major fundraising activities and special projects.
- Manage and oversee aspects of fundraising events, from planning to execution, to maximize their impact.
- Analyze and report on the effectiveness of fundraising initiatives, making recommendations for improvement.
- Stay informed about industry trends, best practices, and regulations related to fundraising and development.
- Build and maintain a network of donors, supporters, and stakeholders to enhance the organization's reach and influence.
- Collaborate with marketing and communication teams to develop compelling materials for fundraising campaigns.
- Represent Humble Design at conferences, events, and other public forums to enhance the organization's visibility and reputation.

**Qualifications:**

- Bachelor's degree in Business, Marketing, Nonprofit Management, or a related field.
- Proven experience in fundraising, with a track record of successfully meeting financial targets.
- Strong understanding of corporate partnership development and sponsorship solicitation.



- Exceptional communication and interpersonal skills, with the ability to build and maintain relationships.
- Strategic thinker with the ability to identify and capitalize on new business opportunities.
- Experience in event planning and execution, with an understanding of the logistics involved.
- Ability and flexibility to travel to our five locations multiple times a year
- Ability to work collaboratively with internal teams, board members, and volunteers.
- Familiarity with nonprofit regulations, industry best practices, and ethical fundraising standards.
- Highly organized with strong project management skills.
- Willingness to travel as needed for conferences, meetings, and events.
- Passion for the mission of Humble Design and a commitment to making a positive impact on the community.

FLSA: Full-time/Exempt

Reports to: CEO

Location: United States (Detroit, Chicago preferred)

Salary: Range beginning at \$75K, depending on experience and location

Interested candidates should submit a cover letter and resume to:

[hiring@humbledesign.org](mailto:hiring@humbledesign.org)