



Position: Development & Marketing Manager

Organization: After-School All-Stars

Location: Philadelphia

Organization Background:

After-School All-Stars (ASAS) is one of the leading national after-school program providers in the country. Our comprehensive school-based programs combine academics, enrichment, and health and fitness activities to help build the knowledge and skills children need to succeed, both in school and in life. Founded in 1992, ASAS is building a national model for after-school program delivery through our 15 chapters, all of which serve nearly 87,000 youth in major urban centers. With the recent award of a national expansion grant, ASAS launched programs in Philadelphia in the fall of 2014.

The Position:

ASAS is currently seeking an exceptional and dynamic leader to join the core team in Philadelphia as the Development & Marketing Manager (DMM). The DMM will report to and work closely with the Executive Director (ED) and the national Development team to raise funds and awareness for ASAS by cultivating new corporate, foundation, and individual relationships and helping to implement the overall marketing strategy for the chapter. The DMM will also be responsible to maintain relationships with existing government, foundations and individual partners.

Responsibilities

- Manage internal processes for tracking donors, prospects, sponsors and funding, including maintaining accurate records of relationships, deadlines and funding requirements and ensuring compliance with applicable reporting guidelines
- Work with ED to cultivate new funding relationships that advance the mission and vision of ASAS
- Maintain and expand funding partnerships with current foundation and corporate supporters, including proposal writing, engaging donors in organizational events, and positioning the organization for renewal grants
- Partner with the ED and the local Advisory Board to launch and manage an individual giving program
- Research new funding prospects and development trends
- Work closely with ED to develop marketing partnerships that both raise awareness of the ASAS brand and support the organization's fundraising goals
- Oversee partnership deliverables including execution of activation events
- Implement social media and online communication strategy
- Work with colleagues across the ASAS national network to share information, resources, and leads and collaborate on national efforts
- Ensure that marketing and fund development are carried out in keeping with the organization's values, mission, vision and plans
- Travel to off-site meetings, trainings and events
- Perform other duties as assigned

Traits, Experience, and Education:

The successful candidate will be a detail-oriented self-starter with strong leadership, organizational, and communication skills. Team building, relationship building, and a collaborative working style are important attributes. The individual should have experience in relationship and project management and be willing to think strategically as well as roll up their sleeves. The individual is expected to be experienced in the field of nonprofit marketing and fund development. Energetic and dynamic personality, a “can-do” attitude, and a passion to work with youth highly desired. Strong written and oral communication skills are essential. An undergraduate degree is required.

Salary and Benefits:

The salary for this position is commensurate with qualifications and experience of the individual candidate.

ASAS offers competitive benefits including, but not limited to health, dental, vision, and an employer match for our 403(b) plan.

How to apply:

Please submit a cover letter, resume and three-year salary history via e-mail to: jobs@afterschoolallstars.org

Please put “DMM Philly” and your last name in the subject of your email.

To learn more about ASAS, please visit our website: www.afterschoolallstars.org