

## **NamaStacy Yoga Corporation®**

### **Manager - Development & Fundraising**

Reporting to the NamaStacy Yoga Corporation® Board of Directors (BOD), the Manager, Development & Fundraising serves as a key leadership team member and an active participant in making strategic decisions affecting the NamaStacy Yoga Corporation® Nonprofit. In partnership with the BOD's this position is responsible for all fundraising and development activities. The successful candidate will help forge new relationships to build NamaStacy Yoga's® visibility, impact, and financial resources. The Manager, Development & Fundraising also will design and implement a comprehensive plan for developing key external alliances by cultivating individual and philanthropic support.

The role will have primary responsibility for establishing and implementing the infrastructure needed to grow a (TBD) budget through the solicitation of major gifts, federal and state grants, special events, and corporate and foundation support.

S/he will expand and diversify the NamaStacy Yoga's® donor base/pipeline and work closely with other team members to secure funding for new initiatives. In addition, s/he will work closely with the BOD and support the BOD as they take on a more active fundraising role.

It is expected that the amount raised by NamaStacy Yoga® will increase in future years as the Manager, Development & Fundraising systematically and effectively strengthens the organization's overall fundraising capacity.

### **Responsibilities**

- Support and partner with the BOD on all major fundraising initiatives
- Collaborate with the BOD and other organizational team members to develop and implement NamaStacy Yoga's® financial strategy
- Actively work with the BOD to develop and implement a comprehensive development strategy to include corporate, foundation, government grants, etc.

- Have primary responsibility for development and execution of all proposals; write and archive all proposals with a long-term relationship-management approach
- Oversee research funding sources and trends, with foresight, to help position NamaStacy Yoga® ahead of major funding changes or trends
- Monitor all donor information; provide and present statistical analysis to board members as needed
- Develop and implement a stewardship program aimed at cultivating deeper ties with donors
- Monitor and report regularly on the progress of the development program
- Identify, develop, and mentor the development team

## **Qualifications**

- Preferred: Experience in a nonprofit organization; demonstrated success in a development function (managing and forging relationships with multiple donor sources)
- Tangible experience of having expanded and cultivated existing donor relationships over time
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and build long-term relationships
- Strong organizational skills
- Flexible and adaptable style; a leader who can positively impact both strategic and tactical fundraising initiatives

- Ability to work both independently without close oversight, but also a team player who will productively engage with others at varying levels within and outside NamaStacy Yoga®
- High energy and passion for NamaStacy Yoga's® mission is essential
- Ability to construct, articulate, and implement annual strategic development plan
- Strong organizational and time management skills with exceptional attention to detail
- Excellent verbal and written communication skills
- A professional and resourceful style; the ability to work independently and as a team player, to take initiative, and to manage multiple tasks and projects at a time

### **About NamaStacy Yoga Corporation®:**

The NamaStacy Yoga Corporation® is a Florida Not-For-Profit 501(c)(3) Corporation that is in the business of paying it forward. We are committed to providing current and aspiring yoga teachers worldwide scholarship funding for Yoga Alliance recognized teacher trainings. All Yoga Alliance 200 or 500 hour teacher trainings, continuous education courses, workshops or retreats are eligible for scholarship consideration.