



JOB POSTING

Title:	Senior Development Manager – Individual Giving
FLSA Classification:	Exempt
Pay Range:	\$90,000- \$105,000 annually

Overview

Who We Are

The Ronald McDonald House Charities of Western Washington & Alaska supports seriously ill children and their families by providing housing, meals, and other essential support services at our facilities in Seattle, WA and Anchorage, AK. Each night we house 139 families, offering the comforts of home near the medical care their children need. Enabling families to stay close to their hospitalized child supports the health and well-being of the child and saves families millions of dollars in hotel and food costs each year. At the House, each of these families finds comfort, support, and hope as they navigate their child’s medical crisis. RMHC of Western Washington & Alaska is an independent not-for-profit 501(c)(3) organization.

Who you are

You're a relationship-driven fundraiser with experience building pipelines and securing four-, five- and six-figure gifts, energized by the mix of strategy and hands-on execution. You bring the organizational skills to manage a growing portfolio and the creativity to deepen donor engagement, turning one-time supporters into long-term investors. You're comfortable making the ask, building relationships with stakeholders, and using data and reporting to sharpen your strategy. You're excited to build on a strong foundation and grow alongside a program and an organization with real capacity and momentum. You understand the power of collaboration and are excited to build relationships across teams and with external stakeholders, creating a cohesive fundraising strategy that allows our organization to meet the needs of RMHC families.

JOB SUMMARY

The Senior Development Manager - Individual Giving is a relationship-driven fundraiser who, in partnership with the Director of Strategic Initiatives, helps drive RMHC’s individual giving program. This is a frontline fundraising role for someone with experience securing four, five and six-figure gifts and a clear track record of building donor relationships and pipeline. The Senior Development Manager will drive the growth of the donor pipeline to support more success in giving and set the stage to build a productive major gifts program in the next two to three years. This role will also be the point person for our grants program as it moves through a period of transition.

RMHC’s individual giving program has a strong foundation, and this role exists to help expand its capacity. The right candidate brings the organizational discipline to manage a growing portfolio, the curiosity and creativity to deepen donor engagement, and the drive to grow into a more senior fundraising role as the program, and their own responsibilities, expand. The Senior Development Manager works in close partnership with the Director of Strategic Initiatives and contributes to RMHC’s broader philanthropic

culture, ensuring donor touchpoints reflect the mission and build long-term investment in the organization. While this role will begin as an independent contributor, this person will ultimately take on staff management responsibilities when the time is right.

PRINCIPAL DUTIES AND RESPONSIBILITIES

Individual Giving: Strategy & Pipeline Growth

- Oversee annual revenue goals for the individual giving portfolio and develop strategies that grow it over time
- Manage and grow a portfolio of four-, five- and six-figure donors and prospects, with an eye toward building a pipeline to major gifts.
- Partner with the Donor Relations Administrator to build a moves-management system and a broader portfolio program for frontline fundraisers, ensuring every donor has a documented strategy.
- Identify donors with potential to move into higher giving levels, bringing in the Director of Strategic Initiatives and the CEO to advance those relationships where needed
- Establish annual goals for donor acquisition, retention, and upgrade, and track progress against them

Donor Cultivation & Stewardship

- Develop and execute individualized cultivation and stewardship plans, including 1:1 meetings, House visits, and creative engagement touchpoints.
- Stay informed about RMHC's programs and family impact, and bring that knowledge into donor conversations and written communications.
- Partner with the Donor Communications Manager on stewardship materials for the portfolio, including briefing materials, gift proposals, and impact updates.
- Partner with the Donor Relations Administrator on prospect research and reporting to support pipeline visibility and decision-making.
- Use RMHC events, including the annual gala and golf tournament, as cultivation and stewardship opportunities, working with the events team to deepen donor relationships beyond the event itself.

Grants Program

- Oversee the grants program through its current restructuring, partnering with the Director of Strategic Initiatives and Development Associate.
- Maintain relationships with foundation program officers, keeping them informed on impact and funding opportunities.
- Provide mentorship, support and quality review as the Development Associate takes on expanded grant responsibilities.
- Collaborate with Operations to identify funding opportunities aligned with organizational needs.

Cross-Functional Collaboration

- Partner with the Donor Communications Manager to ensure campaign messaging, direct mail, and digital fundraising support individual donor relationships.
- Collaborate with the events team to ensure portfolio donors are strategically engaged at RMHC events.
- Contribute to department planning conversations in partnership with the Director of Strategic Initiatives.

GROWTH & DEVELOPMENT

This role is designed with growth in mind. As the individual giving program expands and the Senior Development Manager builds experience, there is opportunity to take on a larger portfolio, additional responsibilities, and team leadership.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

ESSENTIAL SKILLS AND ATTRIBUTES

- 5–7 years of frontline fundraising experience, with a demonstrated track record of securing four-, five-, and potentially six-figure gifts from individual donors.
- Proven ability to build and manage a donor portfolio, including moves management, prospect research, and documented cultivation and stewardship strategies.
- Experience with grants management, including foundation relationships, reporting, and grant writing or strong adjacent experience and willingness to grow in this area.
- Strong organizational skills and comfort working in a CRM, especially around data and reporting that can inform portfolio strategy, donor cultivation, and stewardship decisions.
- Excellent written and verbal communication skills, including the ability to craft compelling donor correspondence, gift proposals, and impact updates.
- Collaborative working style with experience partnering across teams and with senior leadership to advance donor relationships.
- Experience mentoring or supporting junior staff, with interest in growing into a management role.
- Genuine connection to mission-driven work and an ability to bring RMHC's family impact into donor conversations authentically.
- Bachelor's degree or equivalent experience; CFRE or progress toward certification a plus.

Here's why you'll love working at RMHC:

Amazing People – We are a collective of dedicated nonprofit professionals, direct service family advocates, social workers, and bilingual housing and facilities teams that make the RMHC House a home away from home.

Caring Environment – Our House is a community where our nurturing staff support and provide services for families who are experiencing unique pediatric medical episodes in their lives; our House sparks joy and celebration to help lighten the heaviness of enduring medical treatments.

Great Location – Our House is nestled in the beautiful Laurelhurst neighborhood of Seattle, WA along the Burke Gilman trail and a short walking distance from Seattle Children's Hospital.

Robust Benefits –RMHC offers generous paid time off that includes 10 paid holidays, 12 sick days, 2 personal days and vacation per our schedule and DOE, 100% employer-paid medical/vision and dental plans, life insurance, and 401(k) retirement savings with an employer match.

Strong History –A Home Away from Home: RMHC of Western Washington and Alaska was established in 1983 with its first House opening in Seattle and serving 22 families. Today we have three facilities in Seattle, including 10 Bone Marrow Transplant Apartments with a total of 105 rooms. Our Anchorage House in Alaska has 34 rooms and is nestled on the 6th floor of the Alaska Native Medical Center's patient housing. Patients include expectant mothers with high-risk pregnancies as well as pediatric patients and their families.

HOW TO APPLY

Please apply on [Indeed](#).

Ronald McDonald House Charities of Western Washington & Alaska is an equal opportunity employer. We value a diverse workforce and strongly encourage applicants of all backgrounds to apply, regardless of race, color, religion, national origin, sex, age, marital status, sexual orientation, gender identity/expression or disability.