

Fundraising Manager

Full time

Remote, US Eastern Time Zone preferred

The Signals Network is hiring a fundraising manager to oversee its fundraising and sustainability plan. This is an opportunity to ensure our long-term stability and to work with a smart and talented international team determined to hold power to account.

About The Signals Network

[The Signals Network](#) (TSN) is a US-based non-profit organization with international operations. Its aim is to advance the public's interest by encouraging transparency, accountability, reporting and whistleblowing.

To support whistleblowers and hold power to account, The Signals Network is developing an end-to-end approach that includes: **empowering** workers to stand up to power and speak out about wrongdoing; **protecting** whistleblowers who contribute to published reports of wrongdoing; supporting collaborative **investigative reporting** on wrongdoing; and, advocating for lasting **change** as a result of whistleblower revelations.

The Signals Network actively supports dozens of whistleblowers globally as they report on wrongdoing and fight for lasting change. These courageous individuals have provided information on the biggest media stories of our time, including Big Tech data violations and government and corporate corruption, to a range of international media outlets, including *The New York Times*, *The Guardian*, *Time*, *Le Monde*, *BBC*, *Der Spiegel* and *The New Yorker*. We have coordinated the publication of major investigations through media in the U.S. and across Europe that reached tens of millions of readers. In 2021, we kicked off our Tech Accountability Project (TAP) to specifically tailor our end-to-end support to tech workers and Big Tech whistleblowers. More information is available on our [website](#).

Position summary

The Fundraising Manager, under the general direction of the Head of Operations, is responsible for building the sustainability of The Signals Network and its programs. The manager will be an integral member of the core team, overseeing implementation of the sustainability plan and fundraising efforts, and working closely with the Executive Director and the program leads.

The manager will be full time. We aim for long-term employment.

Responsibilities

Overall

- Create three-year sustainability plan that includes plans for diversifying funding streams through sponsorships program, cultivation of high-worth individuals and developing individual donor system.
- Operationalize sustainability plan with one-year strategy, workplan and KPIs for reaching goals.
- Develop and maintain fundraising calendar based on development workplan and integrated with communications workplan/calendar and online fundraising plans.
- Manage online donor assistant to build, maintain and grow online donation system, adapting as needs arise.
- Conduct research on prospective sponsors, grantors and high-worth individuals; prepare dossiers on prospective sponsors, grantors and high-worth individuals.
- Work closely with communication manager on raising awareness of TSN among donors and prospective donors.

- Support the Executive Director, management team and board on fundraising goals and relationship development with potential funders, sponsors and donors.
- Oversee monthly analytics and analysis on online donations and prospective donors; adjust as needed and provide quarterly report to board.
- Identify events and conferences for management/board attendance and speaking; provide support and set up meetings with prospective donors.

Qualifications

- Five years' experience developing and implementing fundraising programs, preferably for small organization(s).
- Record of building a sponsorship program and an online donor system.
- Excellent record of donor pipeline and prospect management.
- Outstanding verbal and writing communication skills required.
- Track record as an implementer
- Creativity and problem-solving instincts that keep awareness and the brand moving forward
- Excellent interpersonal skills and ability to establish positive relationships with individuals
- Organized, detail-oriented, creative, and able to work independently, under pressure, or as a team player in a fast-paced environment.
- Proficiency with design tools (Illustrator, InDesign, Canva) and video editing a plus
- Strong interest in press freedom/whistleblowing issues

Location

- Remote.
- This is a US-based position, work visas for other locations not available. However, will consider time zones from Eastern US (EST) or equivalent through to Eastern Europe (EET) or equivalent
- Willing to travel up to 20%

Salary and Benefits

Salary 65,000 - 70,000 USD-and benefits including health savings account and 5 weeks PTO in addition to national holidays.

Level of Language Proficiency

Native English speaker. Knowledge of French is a plus.

Professional Level

Professional

The Signals Network strives for justice, equity, diversity, and inclusion (JEDI) and prioritizes these values in our organization, programming, and employment practices. JEDI is at the forefront of our strategy and culture, and we are committed to building a team that represents a variety of backgrounds, perspectives, cultures, skills, and experiences, knowing that the more inclusive we are, the more successful we will be. We are an equal opportunity employer and Black, Indigenous, People of Color, and LGBTQ+ candidates are strongly encouraged to apply.

To apply

Please apply with CV/Resume and cover letter by November 15, 2022: <https://jobs.gusto.com/postings/the-signals-network-inc-fundraising-manager-6686dbb5-b88d-446a-bac0-2f725b340712>

Cover letter can be copied into open field indicated in application.