



## Now Hiring: Development Manager

Location: Syracuse, NY (On-Site)

Status: Full-Time | Exempt

Reports to: Vice President of Strategy & Philanthropy

Salary Range: \$64,000 – \$70,000

### Make a Difference Every Day

At **Ronald McDonald House of Central New York**, we believe that healing happens together. Our mission is to support the health and well-being of children and families by providing compassionate, family-centered care while their children receive treatment at Syracuse-area hospitals and clinics.

We're seeking a **Development Manager** to help advance our mission by leading the planning and execution of our signature fundraising events and strengthening relationships with our donor community. If you're a strategic thinker with experience in nonprofit fundraising, event management, and donor engagement and you thrive in a collaborative, mission-driven environment this is your opportunity to help fuel the impact of our work across Central New York.

### What You'll Do:

- Plan and execute signature fundraising events such as the Many Hearts One Home Celebration, RMH CNY Golf Invitational, and Brushfest.
- Identify, recruit, and support honorary chairs, event committees, and volunteers to drive event success.
- Secure and manage event sponsorships while cultivating strong relationships with donors and community partners.
- Coordinate event logistics including venues, catering, equipment, and on-site execution.
- Manage ticket sales, guest lists, and attendee communications.
- Collaborate with the Director of Communications to develop marketing materials and promotional campaigns for events.
- Monitor and report on fundraising progress, event performance, and post-event outcomes.
- Support engagement initiatives with McDonald's owner/operators and vendors.
- Recruit, coordinate, and support volunteers, including collaboration with the Red Shoe Society young professionals' group.
- Research and recommend new fundraising opportunities to support organizational growth.



### **What You Bring:**

- Minimum 4+ years of fundraising and event planning experience, preferably within a nonprofit or human services organization.
- Proven success achieving fundraising goals and securing sponsorships.
- Strong relationship-building skills and familiarity with the Central New York community.
- Experience with donor and fundraising platforms such as OneCause, Constant Contact, or similar systems.
- Excellent communication, organization, and project management skills.
- Bachelor's degree preferred; equivalent experience may be considered.
- Ability to work occasional evenings and weekends to support events.

### **Why Join Us?**

You'll be part of a passionate team driven by compassion, equity, and impact helping families stay close during some of the most challenging times in their lives. We offer a collaborative work environment, opportunities for professional growth, and the chance to directly support families throughout Central New York.

### **Ready to Apply?**

Email your resume and a cover letter outlining your experience and passion for our mission to:

 [careers@rmhcny.org](mailto:careers@rmhcny.org)