



Partnerships Manager

Wonderland Child & Family Services is accepting applications for the role of partnerships manager on the investments & partnerships team. We are seeking a motivated, strategic, and collaborative person with an interest in fundraising, business development, and social impact.

Wonderland provides a strong and equitable foundation for children and families with diverse needs and abilities through therapy, education, and advocacy. We are headquartered in Shoreline, WA with a prenatal substance exposure clinic in Bothell, WA. This role will be working on a remote basis due to COVID-19.

As part of the investments & partnerships team, the partnerships manager will grow and expand Wonderland's base of individual and corporate investors. They will be primarily responsible for increasing funding to support Wonderland's Hope RISING Clinic for prenatal substance exposure. The partnerships manager will also work to increase corporate partnerships, referrals, and sales of our services. As the team grows, there will be opportunities for growth and leadership within business development (selling Wonderland's services and increasing referrals) and fundraising, depending on strengths, interests, and career goals.

Essential Responsibilities

Annual Fundraising (80%)

- Develop and implement Wonderland's annual fund strategy, including quarterly appeals, organizational updates, and personalized communications.
- Expand Wonderland's base of individual investors by launching a donor acquisition campaign.
- Manage Wonderland's workplace giving program by engaging corporations with employee giving programs. Create inspiring opportunities for employees to connect with Wonderland's mission.
- Cultivate a network of monthly donors and work with the marketing manager to craft compelling communications to connect with this audience.
- Work with the chief investment & partnership officer to develop a pipeline of prospective major donors.
- Engage Wonderland's graduating and alumni families; work with marketing manager to develop materials that appeal to Wonderland families.

Business Development (15%)

- Build relationships with corporate partners and develop a plan to increase corporate support.
- Develop strategy to increase referrals and sales of Wonderland's services.
- Work with chief investment & partnership officer and the CEO to increase revenue from insurance companies, medical providers, school districts, and other child-serving institutions.

Development Operations (5%)

- Ensure effective and efficient donor data management, reporting, and audience segmentation
- Monitor and update gift acknowledgements and tax receipts
- Provide support for donor cultivation events

Requirements/Qualifications

We are seeking a high performing individual who is excited to help build a base of individual investors and corporate partners. We value diverse backgrounds and prefer candidates with fundraising experience or sales experience with a strong interest in fundraising.

- Commitment to fostering a culture of diversity, equity, and inclusion
- 3+ years' experience in fundraising, capacity building, or business development preferred
- College degree or equivalent education preferred
- Excellent written, verbal, and interpersonal communication skills
- Strong work ethic and the ability to set and achieve ambitious goals
- Ability to engage supporters virtually via email communications, video calls, and phone conversations
- Proven track record of increasing donations, closing deals, or increasing sales
- Ability to craft inspiring stories that help supporters connect to Wonderland's mission and work
- High level of integrity, professionalism, and passion for the mission
- Experience using fundraising CRMs or ability to quickly learn. Wonderland uses Kindful as a donor database
- Ability to work some evenings and weekends

About Wonderland Child & Family Services

Wonderland Child & Family Services is a multi-program agency serving children from birth through age 12 with developmental delays, disabilities, and prenatal substance exposure. Founded 52 years ago, Wonderland's mission is to provide a strong and equitable foundation for children and their families with diverse needs and abilities to flourish through therapy, education, advocacy, and resources. We reach hundreds of families every month through Early Childhood Programs & Services and Hope RISING Clinic for Prenatal Substance Exposure.

Benefits & Compensation

- The salary range for this position is \$55,000 – \$65,000 annually, DOE
- Health, vision, and dental Insurance
- PTO and generous paid holidays (including last week of the year: December 25th - January 1st)
- 401(k) retirement plan
- Life and AD&D insurance
- Health Care and Dependent Care Flexible Spending Accounts
- Training and continuing education
- Mileage and mobile phone reimbursement

Wonderland is an Equal Opportunity Employer.

To apply: Submit cover letter and resume to hr@wonderlandkids.org. No phone calls, please.