



Campaign and Development Manager

Position Description

ABOUT THE HARRISON COUNTY YMCA

For more than 25 years, The Harrison County YMCA has served as a community hub for Corydon, Indiana. Through our health and fitness and sports programming, we foster community engagement and personal development. With over 6,000 members and more than 70 acres, the YMCA of Harrison County is one of the largest in the region with a tremendous opportunity for growth in programming. As with YMCAs across the country, we provide comprehensive programs and services that enrich our community. For 175 years, the YMCA has been a place where meaningful connections help build stronger communities. Guided by core values of caring, honesty, respect and responsibility, the YMCA is dedicated to giving people of all ages, backgrounds and walks of life the opportunity to reach their full potential with dignity. We hold true to that mission and those values at the Harrison County YMCA.

THE OPPORTUNITY

The ideal candidate will have a nonprofit fundraising background with demonstrated success in relationship-driven revenue generation, preferably in the nonprofit sector. Strategy and execution are crucial to this position. The candidate will have experience engaging confidently in financial dialogue and be able to articulate the YMCA's mission in ways that inspire philanthropic investment.

Reporting directly to the Chief Executive Officer, the Campaign and Development Manager role is designed as a 32.5-hour workweek offering balance that supports both meaningful impact while offering flexibility. The Manager will work closely with the CEO, COO, Board of Directors, and key volunteers to strengthen donor infrastructure, execute a multi-year capital campaign, maintain and execute annual giving and grant strategy, and ensure long-term financial sustainability for the YMCA.

The Manager will assist in guiding strategy for annual, major gifts, and capital projects. The successful candidate will have three to five years of fundraising experience with a willingness to learn and grow in the role. The YMCA has access to fundraising training through the national

organization, and the CEO has a background in nonprofit fundraising. Curiosity and a willingness to learn will be important characteristics for this role.

The YMCA has a 6,000 member database and foot traffic that exceeds 12,000 visitors a month. Building upon these organizational strengths, the successful candidate will work with the CEO and Board to help plan and execute a board-approved childcare center. Upon completion, the center will have a direct impact on business development in and around the surrounding areas. The Manager will use Bloomerang to manage and execute all fundraising activities within the organization.

POSITION RESPONSIBILITIES

Fundraising Oversight and Capital Campaign Leadership

- In conjunction with the CEO, lead strategy, planning, and implementation for all fundraising programs (annual giving and major gifts) to achieve annual and long-term contributed revenue goals. This includes leading the planning and execution of a multi-year capital campaign supporting facility renovation, expansion, and strategic growth initiatives.
- Partner with the CEO and Board to identify, qualify, and engage top-tier prospects, including leading donor meetings and ask conversations.
- Personally cultivate, solicit, and steward major and transformational gifts from a portfolio of 50 individuals, corporations, and foundations.
- Develop campaign materials including case statements, gift range charts, naming opportunities, and donor recognition strategies.
- Track campaign progress, manage forecasts, and provide clear reporting to leadership and the Board.
- Leverage Board members, community influencers, and peer networks to open doors and advance donor relationships.
- Represent the YMCA in the community with professionalism and credibility, particularly with business, banking, and philanthropic leaders.

Annual Giving/Grant Donor Strategy and Relationship Management

- Implement and oversee a comprehensive donor stewardship program that prioritizes retention, upgrades, and long-term relationships and a strong emphasis on face-to-face engagement.
- Assist in grant management and stewardship.
- Confidently communicate financial needs, impact metrics, and return on mission investment to donors.

- Work closely with finance and operations leadership to ensure alignment between fundraising priorities and organizational needs.

Leadership and Internal Collaboration

- Serve as a leader and trusted advisor to the CEO on advancement strategy and financial sustainability.
- Support Board development efforts and work closely with advancement committees.
- Foster a culture of philanthropy across the organization by coaching staff and volunteers on donor engagement best practices.

CANDIDATE QUALIFICATIONS

- Minimum of three years of demonstrated success in nonprofit fundraising with an emphasis on major gifts
- Demonstrated experience working directly with boards, senior executives, and high net worth individuals
- Bachelor's degree required, advanced degree or relevant professional certifications preferred but not required
- Exceptional interpersonal and communication skills with the ability to build trust quickly
- Strong financial acumen and confidence discussing budgets, projections, funding needs, and return on investment
- Strong organizational skills including CRM management (Bloomerang) and able to work independently

COMPENSATION AND BENEFITS

YMCA of Harrison County is prepared to offer a salary in the range of \$55,000 - \$58,000 commensurate with experience and is based on a 32.5-hour work week. There is an opportunity for a performance-based bonus up to 18.5% base salary tied to capital campaign progress, donor stewardship, grants, and community engagement. Excellent comprehensive benefits package including health insurance, generous retirement contributions, paid time off, a YMCA family membership, and other employment benefits.

CONTACT INFORMATION

Ashley|Rountree and Associates has been exclusively retained by the Harrison County YMCA for assistance with this search. For your application to be complete, please include a statement of interest through a cover letter, a resume, and a list of three professional references, using the link

[here](#). For confidential questions or inquiries, contact Sarah Williams at swilliams@ashleyroutree.com.

The Harrison County YMCA is an equal opportunity employer and does not discriminate based on gender, race, age, creed, sexual orientation, or any other protected class.