



Individual Giving Manager (Contractor)

Fuel Fund of Maryland seeks an experienced **Individual Giving Manager (Contractor)** to drive sustainable growth in individual donor revenue by expanding the donor base and increasing giving among new and existing supporters.

Building on Fuel Fund's strong foundation of loyal donors, this revenue-generating role is focused on measurable, results-driven growth, including the acquisition of new individual donors and incremental increases in giving from current donors above established baseline levels. The Individual Giving Manager will bring a strategic yet relational approach, cultivating meaningful donor relationships while applying data-informed strategies to strengthen long-term donor engagement and retention.

This role is designed for a seasoned fundraiser who enjoys hands-on relationship building, values accountability and return on investment, and is motivated by shared success. Performance incentives will be structured to reward demonstrated growth outcomes and will be developed collaboratively to align with Fuel Fund's mission, priorities, and long-term sustainability goals.

Key Responsibilities

- Develop and implement strategies to increase new and existing individual giving revenue
- Cultivate, solicit, and steward individual and major donors
- Meet with donors and prospects, both virtually and in person
- Build and manage a thoughtful major donor pipeline
- Continue to grow and increase donor attendance at annual appreciation event as well as donor educational opportunities
- Support individual giving appeals and stewardship efforts
- Track progress and demonstrate return on investment
- Maintain accurate donor records and reporting in Salesforce

Qualifications

- 8+ years of experience in individual giving or major gifts fundraising
- Proven success growing individual donor revenue
- Strong relationship-building and communication skills
- Comfort meeting directly with donors
- Experience with donor databases/CRMs (Salesforce experience a plus)
- Ability to work independently while collaborating with a small, dedicated team

Position Details

- **Status:** Independent Contractor
- **Time Commitment:** 15 hours per week
- **Compensation:** \$70 per hour
- **Performance Incentive:** In addition to the hourly rate, this role includes the opportunity for a performance-based incentive tied to demonstrated growth in individual giving revenue. Specific metrics and incentive structure will be outlined in the Statement of Work.
- **Location:** Candidates must be local to the Baltimore metro area
- **Office Presence:** Regular engagement with staff in Fuel Fund's Timonium office, with the understanding that donor meetings and donor engagement activities will take precedence as needed
- **Term:** 12-month contract, with the potential for renewal

How to Apply

Please submit:

1. A cover letter, including why you would be a great fit for this role
2. Your resume

All application materials and inquiries should be sent to:

Ms. Tokia Day, HR Manager

tday@fuelfundmaryland.org