



JOB POSTING

Part-Time Contract Fundraiser

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Position Type: Part-Time, Contract (1099)

Hours: ~10-20 hours per week (flexible)

Location: Remote

Reports To: Executive Director / Board of Directors

Compensation: Contract rate with performance incentives (to be determined)

About Shoulder to Shoulder Foundation

Shoulder to Shoulder Foundation is a nonprofit dedicated to meeting urgent, one-time needs for individuals and families facing hardship. Our work is grounded in dignity, responsiveness, and community — providing timely support when it matters most. We deliver rapid, targeted assistance through emergency grants and basic-needs support, helping households overcome short-term crises before they become long-term setbacks. Our impact is made possible through the generosity of donors, corporate partners, and community supporters who believe in practical help, delivered quickly and compassionately.

Role Summary

The Part-Time Contract Fundraiser will lead and execute fundraising initiatives to support Shoulder to Shoulder's annual revenue goal of \$1 million. This role is ideal for a results-driven fundraiser who can operate independently, build donor relationships, and translate mission into sustained financial support.

Financial Objectives & Targets

The Fundraiser will be accountable for supporting the Foundation's \$1M annual fundraising goal, with focus across diversified revenue streams:

- \$1,000,000 total annual fundraising target
- Grow and steward a pipeline of:
 - Individual major donors
 - Corporate sponsors and community partners
- Event-based and peer-to-peer fundraising
- Grant and foundation opportunities (as applicable)
- Increase repeat giving and donor retention year over year
- Support development of a sustainable, multi-year fundraising strategy

Note: As a part-time role, success will be measured by both direct dollars raised and the establishment of a scalable, repeatable fundraising engine.

Key Responsibilities

- Fundraising Strategy & Execution
- Develop and execute a fundraising plan aligned to the \$1M annual goal
- Identify, cultivate, solicit, and steward individual donors and sponsors
- Lead or support fundraising campaigns, events, and digital initiatives
- Research and pursue grant and partnership opportunities aligned with mission
- Build a diversified fundraising pipeline to reduce reliance on any single source
- Donor Engagement & Stewardship
- Build strong, trust-based relationships with donors and partners
- Manage donor communications, acknowledgments, and impact reporting
- Support donor recognition strategies tied to giving levels
- Track donor activity, pipeline status, and revenue progress
- Collaboration & Reporting
- Partner closely with the Executive Director and Board on fundraising priorities
- Equip board members with messaging, materials, and outreach strategies
- Provide regular reporting on:
 - Dollars raised vs. goal
 - Active donor pipeline
 - Campaign and event performance
 - Risks and opportunities to achieving the \$1M target

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Qualifications

- Demonstrated success raising funds through individual donors, sponsorships, events, and grants
- Strong relationship-building and storytelling skills
- Highly organized with the ability to manage multiple fundraising streams
- Comfortable working independently in a flexible, remote environment
- Deep alignment with Shoulder to Shoulder's mission and values

Preferred Experience

- Experience supporting or driving \$500K-\$1M+ annual fundraising efforts
- Small-to-mid-size nonprofit or grassroots fundraising experience
- Event fundraising and peer-to-peer campaign leadership
- Grant writing or corporate partnership development
- Familiarity with donor databases or basic CRM/reporting tools

What Success Looks Like

- Clear progress toward the \$1M annual fundraising goal
- A healthy, well-documented donor and sponsor pipeline
- Increased donor retention and average gift size
- Strong collaboration with leadership and board members
- A sustainable fundraising foundation that supports long-term impact

Why Work With Us

- Flexible, mission-driven contract role with meaningful impact
- Opportunity to shape and scale a growing nonprofit
- Direct partnership with an engaged Executive Director and Board
- Work that directly changes lives during moments of critical need

Interested?

Interested candidates are invited to submit a resume and cover letter to info@shouldertoshoulderfoundation.org with the subject line: **Part-Time Fundraiser Application**. We look forward to hearing from you!



For more information, email: info@shouldertoshoulderfoundation.org