



Job Title: Volunteer Opportunity: Development Manager

Location: State of Arkansas / Remote

Reports to: Executive Director

About Us

Rally Point Nonprofit Council is a statewide network dedicated to supporting military personnel, veterans, first responders, and their families by strengthening the nonprofit organizations that serve them. Our mission vectors—collaboration, strengthen, mobilize, and prevail—guide our efforts to ensure nonprofit leaders have the resources, training, and advocacy they need to maximize their impact. Our website is rallypointnc.org.

Position Overview

The **Volunteer Development Manager** will play a key role in expanding RPNC's resource base through grant writing, donor engagement, and strategic partnership development. This role is essential to supporting the long-term sustainability of our network and ensuring that our member organizations have the financial resources to serve frontline communities effectively.

This position is ideal for someone with experience in nonprofit fundraising who wants to make a direct impact at a national level.

Key Responsibilities

Grant Writing and Management

- Research public and private grant opportunities aligned with RPNC's mission
- Write, edit, and submit high-quality grant proposals and applications
- Manage grant calendars, reporting deadlines, and renewal schedules
- Track and report on outcomes to ensure donor transparency and compliance

Donor and Sponsor Engagement

- Identify and cultivate relationships with individual donors and corporate sponsors
- Develop strategies for donor acquisition, retention, and stewardship
- Coordinate the creation of donor communications, including appeals and updates
- Support giving campaigns and end-of-year fundraising initiatives

Strategic Partnerships

- Identify and approach foundations, companies, and community organizations with shared interests
- Work with the Executive Director to pitch RPNC's mission and align value propositions
- Help draft and negotiate partnership agreements
- Collaborate across RPNC teams to support joint fundraising initiatives

Reporting and Communication

- Maintain clear and accurate records of grants, gifts, and partnerships
- Work closely with the Executive Director to prepare reports for the Board of Directors
- Contribute to communication materials that highlight RPNC's impact and fundraising goals

Qualifications

Education and Experience

- Minimum 3 years of experience in nonprofit development, grant writing, or fundraising
- Proven success in securing grants and cultivating donor relationships
- Bachelor's degree in Nonprofit Management, Communications, Public Administration, or a related field preferred

Skills and Competencies

- Strong persuasive writing and editing skills
- Familiarity with donor databases and grant management tools
- Strategic thinker with the ability to execute with attention to detail
- Self-starter who can thrive in a mission-focused, remote team environment
- Deep respect for military, veteran, and first responder communities

Compliance and Stewardship

- Ensure all fundraising activities comply with RPNC's 501(c)(3) status and IRS regulations
- Maintain transparency in donor communications and stewardship processes
- Uphold the highest ethical standards in all fundraising, donor relations, and partnership activity

Why Volunteer with RPNC?

- Play a key role in growing a national nonprofit movement
- Use your skills to help frontline nonprofits expand their impact
- Collaborate with experienced leaders and a strong mission

How to Apply

Please submit your resume and cover letter outlining your qualifications and fit for the role to jeff@rallypointnc.org.

Rally Point Nonprofit Council is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.