
ALABAMA DEMOCRATS

The Alabama Democratic Party is seeking a Development Director for the 2024 Election cycle. The Alabama Democratic Party's goals in the 2024 cycle are to elect Democrats in races up and down the ballot, with specific focus on the new Congressional map. This role will also take on some responsibilities for Special Projects fundraising as well, ensuring that both party and electoral programs have a clear path toward success.

Development Director

The Development Director's role will be to execute a fundraising strategy targeted at equipping the Alabama Democratic Party's Coordinated Campaign with the financial resources necessary to be successful across the state. The Development Director will also work laterally with other Department leads to ensure Special Projects fundraising stays on track to achieve those goals. Finally, the Development Director will train candidates, as needed, on successful fundraising strategies for their respective campaigns.

Compensation

This role will be compensated at \$5,000 per month.

Essential Job Functions

- Manage and execute a strategic statewide finance plan which includes soliciting contributions +\$5,000, planning fundraising events, partnering with organizations, staffing call time, soliciting small-dollar grassroots funding, and sending direct mail programs
- Execute and manage donor research and expand donor networks
- Create call sheets and manage party leadership call time
- Work with the State Democratic Executive Committee's Fundraising Caucus to develop targeted donor group lists
- Oversee the planning and execution of large-scale events, as well as regional mid-sized events
- Work with and staff surrogates to plan fundraising events
- Manage follow-up on all correspondence and pledges from donors
- Manage NGP donor database
- Manage donor thank you program
- Assist in development of yearly budget, implementation, and goal tracking

External Relationships

- Regularly work with Coordinated Table partners, from candidate campaigns, to labor leaders, to national Committee partners to keep them up to date on finance matters
- Help Democratic leadership manage large donor conversations with major national funders
- Work with digital vendors to create a digital fundraising plan

Professionalizing Campaigns

- Mentor state party candidates with all levels of electoral experience in the creation of budgets appropriate for the size of their campaigns
- Assist in staffing call time for state party candidates when needed, and coach candidates on their call time pitch
- Work with the state party Executive Director and Director of Communications to create mail and digital budgets for state party candidates
- Assist with campaign compliance questions from state party candidates, as needed
- Work with mail and digital vendors to create plans for targeted districts and campaigns

Minimum Qualifications

- Two-to-three cycles of campaign experience, with at least one cycle of finance experience
- Excellent attention to detail and a high level of personal organization
- Experience planning and executing events
- Strong written and verbal communication skills
- Disciplined time management skills
- Experience managing call time
- Experience in planning and executing budgets
- Knowledge of NGP, Google Sheets, and ActBlue, with Honeybook preferred but not required
- Donor prospecting and research experience preferred, but not required

Ideal candidates will have

- Multiple cycles of finance experience
- Experience in highly contested campaign environments
- Working knowledge of Alabama campaign finance laws

To apply, please submit resumes to Tom Miro at tom@aldemocrats.org