



Role: Manager of Income Development

Reports to: Executive Director

Job Purpose: The mission of Miracles in Motion is to foster personal achievement for those facing challenges by providing diverse equestrian activities with therapeutic, educational, and recreational benefits. This position plays a key role in fulfilling this mission by raising funds, supporting donors, strengthening connections to the communities we serve, and advancing key organizational strategies and priorities.

Miracles needs a strategic and comprehensive approach to event sponsorship, grant writing, securing monthly and multi-year commitments, and developing campaigns that support Miracles' programs.

Duties of the Manager of Income Development include:

- Demonstrate leadership in identification, cultivation, solicitation and stewardship of donors
- Timely follow-through and appropriate recognition of donors
- Work closely with the with the Event Committee to secure event sponsorships
- Develop and lead fundraising campaigns
- Write grants
- Provide oversight and ensure donor records and files are up to date and well maintained
- Serve as a creative and collaborative member of the marketing, events and PR/social media committees
- Report monthly to the Board of Directors
- Adhere to all charity fundraising laws, code of conduct and ethical practices