Title: Individual Giving Manager
Status: Full-time, salaried position (exempt employee)
Benefits: Yes
Reports to: Deputy Director, Development
Direct Report: No
Location: Hybrid (3 days in-office / 2 days remote), Chicago, IL

About Marwen:
Marwen educates and inspires young people to nurture their growth and build their futures through art and community. Founded in 1987, the no-cost studio and pathway programs exist for young people in Chicago who want to explore visual arts and do not have access to arts programming due to financial and systemic barriers. Courses are facilitated by intergenerational teaching artist teams. For more information, visit www.marwen.org.

Overview of Position:
Marwen is seeking a relationship-driven fundraiser to grow our mid-level and major giving portfolio of individual donors. The Individual Giving Manager will identify, cultivate, solicit, and steward donors giving between $2,500 - $10,000, deepening their engagement with Marwen and building a strong pipeline for future major gifts.

The Role
This role is ideal for someone who:

- Thrives in donor-facing relationship management
- Enjoys connecting people with mission-driven impact
- Leverages strategic thinking and moves management structures
- Desires to shape and grow a mid-level major gifts program

The Manager will be responsible for raising $200,000 annually from mid-level and major donors, primarily through securing gifts from new donors, while growing support from existing donors.

Major ($2,500 - $4,999) and Mid-Level ($5,000 - $24,999) Individual Giving (70%)

- Build and manage a portfolio of major and mid-level donors (securing gifts at $2,500 - $10,000) to generate new and increased revenue
- Implement moves management strategies through high-touch engagement to identify, cultivate, solicit, and steward donors
- Create and achieve weekly action goals for donor outreach and 1-1 meetings to hit annual fundraising goals, and keep meeting notes updated in the donor database

- Identify and qualify new prospects, working closely with leadership to grow the donor pipeline
- Partner with Deputy Director, Development and Executive Director to advance relationships with top donors
- Partner with department leadership to develop fundraising budgets, monthly updates, and quarterly forecasts

Stewardship & Individual Giving Initiatives (15%)

- Develop and execute personalized donor stewardship plans, ensuring sustained engagement through in-person meetings, solicitations, stewardship events, and tailored communication strategies
- Collaborate with Communications team to craft donor recognition strategies and impactful storytelling
- Partner with the Senior Manager of Institutional Giving to cultivate corporate donors with potential for individual philanthropy

Fundraising Events (15%)

- Develop and implement strategies to cultivate new individuals who attend fundraising events
- Collaborate with the Deputy Director, Development to support the engagement and fundraising of the Associate Board
- Attend Board of Directors and Donor Relations & Development Committee meetings as needed

Preferred Skills and Experience:

- Bachelor's degree or equivalent combination of education, training, and relevant experience
- 5+ years experience in individual and/or major donor fundraising
- A proven track record of cultivating, soliciting and stewarding mid-level and major donors, as well as knowledge of the Chicago and national philanthropic community
- Strong relationship-building and storytelling skills
- Strong organizational skills and the ability to work autonomously setting goals, establishing priorities, and achieving objectives
- Familiarity with moves management strategies donor and database systems (e.g., GiveSmart)
- Ability to collaborate with a team

Salary Range: $65,000 - $70,000 (commensurate with experience)

Marwen is dedicated to offering comprehensive, cost-effective benefits to eligible employees, including: generous PTO, full health benefits, and retirement plan match..

To Apply: Please send a cover letter and resume to individualgiving@marwen.org with the subject line "Individual Giving Manager". Applications will be reviewed on a rolling basis, with priority given to those submitted by October 30, 2026.

Marwen is an Equal Opportunity Employer committed to fostering an inclusive workplace and recruiting, hiring, and retaining a diverse workforce.