



Good News Rescue Mission

2842 S. Market St., Redding, CA 96001 | 530-242-5920 | gnrm.org

Fundraising Manager

Full-Time | Redding, CA | Exempt

About Good News Rescue Mission

Founded in 1964, Good News Rescue Mission has served Shasta County for over 60 years. What began as a 3-bedroom men's shelter has grown into a 389-bed facility providing emergency and long-term recovery services to men, women, and children, all free of charge.

GNRM is in a pivotal season of growth. With the Day Resource Center and Adult Rehabilitation Campus now coming online — alongside completed projects including Veda Street Village Micro Shelters, the Gold Street Sober Living House, and the Bridge Building Remodel — the organization is rapidly expanding its capacity to walk people from crisis toward health and wholeness. Looking ahead, GNRM has a growing vision to extend its reach into rural counties across the region, bringing hope and real pathways to flourishing into underserved communities that have long needed it.

Position Overview

The Fundraising Manager builds the community of supporters that funds the Mission's work across the North State. This role owns everything that makes that generosity dependable: bringing new supporters to the work, deepening each supporter's relationship with it, and keeping that support strong year after year. Leading a small and growing team, the Fundraising Manager builds the systems, campaigns, and standards that grow giving across multiple counties.

This role is part of the Development and Community Partnerships department and reports to the Chief Impact Officer.

Key Responsibilities

Bring new supporters to the work

Own the campaigns that introduce the Mission to new supporters: the annual campaign calendar, the direct mail program and agency relationship, the email campaign calendar and digital fundraising, and the year-end and special initiatives that turn belief into a first gift. Own the fundraising budget, set the targets, watch performance as it happens, and adjust when results call for it. Work in step with the Marketing & Communications Manager on campaign creative and the digital channels you share.

Deepen every giving relationship

Own the giving pipeline from a donor's first gift to a major gift handoff, so every donor has a next step and an owner. Lead the Major Donor Officers, who report to this role, and give them the pipeline visibility, moves management, and review rhythms that let them spend their time where it counts: with people.

Keep support strong year after year

See that every donor is thanked promptly and meaningfully, that stewardship fits the relationship, that retention and upgrade rates are watched and improving, and that leadership walks into major gift conversations prepared. Grow the giving built to last, from monthly supporters to legacy gifts.

Own the grant program

Carry foundation relationships and grant funding from research through application to reporting: the pursuit calendar, the deadlines, and the results.

Grow corporate giving

Build the sponsorships and business partnerships that bring North State companies into the Mission's work.

What Success Looks Like

Revenue targets are met, and the numbers behind them are never a mystery. Campaigns launch on time, hit their marks, and adjust quickly when they don't. Donor retention and upgrade rates are known, tracked, and improving. Every donor in the pipeline has a next step and an owner. Major Donor Officers spend their time with donors, not wrestling with systems. And leadership always knows where revenue stands, and why.

Qualifications

Required

- 3+ years leading revenue-producing work toward measurable goals, whether in fundraising, development, sales, or account management
- A systems builder who creates processes that outlast any single person, and who is comfortable tracking, analyzing, and deciding from data
- Experience creating and managing budgets, with accountability for the results
- Experience managing or coaching people toward clear goals, and managing outside vendors or agencies to real accountability
- A clear, professional communicator in writing and in person
- Experience using AI tools to improve the efficiency and quality of work
- Bachelor's degree in a related field, or an equivalent combination of education and experience

Preferred

- CFRE credential or active pursuit of a nonprofit fundraising certification
- Experience in nonprofit development or fundraising
- Familiarity with CRM platforms (DonorPerfect preferred)
- Experience with direct mail or direct response fundraising, including work with outside agencies
- Working knowledge of the donor lifecycle and moves management

- Experience with legacy or planned giving programs

Knowledge, Skills, and Abilities

- Team player focused on the overall success of the organization

Work Environment

The work environment characteristics described here are representative of those an employee may encounter while performing the essential functions of this job. The environment is pleasant overall, though employees may occasionally have exposure to cold temperatures. The noise level is usually moderate.

Employees may encounter irate or irrational clients, who may or may not be under the influence of mind-altering substances such as cocaine, marijuana, or alcohol, or who may be mentally or physically disabled.

Employees may also be regularly exposed to some risk of communicable diseases from guests at the facility, including potential exposure to tuberculosis (TB) and other respiratory illnesses.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the job.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is regularly required to walk, talk, and hear. The employee is also regularly required to sit and occasionally required to stand. Good manual dexterity is required for tasks involving the use of hands to operate a computer keyboard, handle objects, and perform detailed work. The employee is also required to reach with hands and arms.

The employee must occasionally lift and/or move up to 50 pounds.

Specific vision abilities required for this job include distance vision, color vision, depth perception, and peripheral vision. The employee is also required to have close visual acuity for tasks such as viewing a computer terminal.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Pre-Employment Screening

- Drug test
- Clean DMV record
- Must be insurable through GNRM's auto insurance provider

Compensation

- Pay Range: \$73,000–\$80,000 per year, depending on experience

Good News Rescue Mission is a 501(c)(3) nonprofit organization and an equal opportunity employer.