



Open Position Posting

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Organization Description:

Founded in 1988 by Paul Newman, The Hole in the Wall Gang Camp provides “a different kind of healing” to more than 20,000 seriously ill children and family members annually - all completely free of charge. For many of these children and families, Hole in the Wall provides multiple Camp experiences throughout the year at the facility in Ashford, Conn., in more than 40 hospitals and clinics, directly in camper homes and communities, and through other outreach activities across the Northeast and mid-Atlantic.

Position Title:

Peer to Peer Manager

Work Schedule:

Full-time

Location:

Based in New Haven – Hybrid
Regularly works in Ashford, CT and event locations

Position Description:

As part of a dynamic Peer-to-Peer (P2P) fundraising team, the manager will manage a robust portfolio of assigned events and key relationships while focusing on meeting recruitment and revenue targets. The manager will strategically engage new participants and thoughtfully steward existing relationships with friends of all ages who are inspired to join or develop fundraising activities benefitting Camp.

Our Peer to Peer Manager can expect to...

- Manage key relationships with third-party partners including but not limited to: Boston Athletic Association, John Hancock/BAA, New York Road Runners, RealBuzz, Lyman Orchard, and Fairfield Road Races.
- Design a unique and compelling event experience for Camp's proprietary cycling event.
- Collaborate with P2P staff to design unique and compelling event experiences demonstrative of The Hole in the Wall Gang Camp's culture and strong sense of community. Such events include receptions, pre and post-race celebrations, and training sessions.
- Define and implement various strategies in support of event participants including logistics, collateral development, leadership acknowledgement and offering fundraising guidance for each event.
- Analyze P2P outcomes and tracks progress on a regular basis to measure success, growth projections, and future strategies.
- Support additional grassroots fundraising initiatives and fulfill special needs for events, such as staff/volunteer presence, speaking opportunities, facility tours and Camp merchandise.

- Promote P2P events through website publications; implement and monitor P2P social media strategies in collaboration with the communications team.
- Utilize RaisersEdge regularly to document interactions with partners, participants and donors.
- Collaborate with the Stewardship Manager to thoughtfully recognize participants and donor support across all assigned events.
- Support the engagement of Camp's corporate partners through the facilitation of Helping Hands Work Days at The Hole in the Wall Gang Camp- Connecticut.
- Assist in monitoring the P2P line and email inbox and provides excellent customer service to include interaction via phone and email, proactive contact plan, regular communications, fundraising advice, and technical/general support.
- Work closely with development colleagues on identifying and cultivating P2P participants with major gift potential.
- Assist in monitoring the P2P hotline and email inbox and provides excellent customer service including proactive contact plans, regular communications, fundraising advice and technical/general support.

Our Peer to Peer Manager should have...

- 3-5 years of professional experience with nonprofit fundraising, marketing and/or peer-to-peer programs desired.
- Coursework and/or degree in communications, marketing or a related field is desirable, but there is no minimum education requirement.
- Passion for The Hole in the Wall Gang Camp's programs or a demonstrated commitment to providing services for children with chronic or life-threatening illnesses.
- A passion for fundraising and participant recruitment.
- Strong attention to detail and highly effective project management skills.
- Excellent written and verbal communication skills, customer service skills, and organizational skills.
- Demonstrated capacities for effective relationship management and customer service.
- Proficiency in Microsoft Word, Excel and Outlook. Familiarity with social media, database software and P2P platforms (preferably Raiser's Edge, Classy or similar applications).
- The ability to establish positive relationships with a variety of people in multicultural environments.
- Ability to work extended hours, including evenings and weekends and occasional overnight travel.
- Valid Driver's license and driving record which meets HITWG insurance carrier requirements. Ability to travel to assigned worksites.
- Ability to work outdoor events in varied weather conditions, traverse varied terrain and lift/carry materials up to 40 pounds.
- Full vaccination against COVID-19, plus booster that meets current medical requirements.

The Hole in the Wall Gang Camp provides a very competitive salary, a generous benefits package, and growth opportunities for high contributors. To apply, please use the provided link. Due to the volume of resumes received, you will be contacted only if there is interest in pursuing your application. No phone calls please.

[Click Here to Apply](#)

The Hole in the Wall Gang Camp is an Equal Opportunity Employer, does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sexual orientation, gender identity or expression, disability, nationality or sex, and is committed to a diverse workforce.