



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 thousands of children with serious illnesses and their families 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 dozens of 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:

Hybrid – Silver Spring, Maryland

Position Description:

As part of a dynamic Peer-to-Peer (P2P) fundraising team, the Manager will manage a robust portfolio of events and key relationships. They will be responsible for meeting recruitment, retention, and revenue goals for assigned relationships and will be responsible for identifying new community partnership opportunities.

Our Peer to Peer Manager can expect to...

- Manage relationships for a variety of Peer-to-Peer event fundraising groups and individuals through thoughtful and proactive phone calls, email communication and inperson meetings.
- Define and implement various P2P event strategies including logistics, providing materials, acknowledging leadership, and offering fundraising guidance for each event.
- Develop new strategies and recruitment tactics for the development of new community event fundraising initiatives.
- Create turnkey strategies, collateral, and benefits for P2P events.
- Manage The Hole in the Wall Gang Camp's Marine Corps Marathon Team - recruitment of runners, offering fundraising guidance, and stewardship of participants.
- Design a unique and compelling event experience at Camp as a proprietary event.

- Fulfill special needs for assigned P2P events and participants, such as staff/volunteer presence, speaking opportunities and Camp merchandise.
- Collaborate with P2P colleagues at other team member led events (ie. Camp Challenge-CT, NYC Marathon, Boston Marathon etc.).
- Oversee inventory and orders for general P2P merchandise, apparel, and branded collateral, including but not limited to jerseys, volunteer shirts, events calendar etc.
- Manage relationships with apparel and merch vendors.
- Collaborate with the Donor Relations Manager to thoughtfully recognize participants and donor support across all assigned events.
- Regularly update the website calendar to reflect upcoming event details and public engagement opportunities.
- Utilize RaisersEdge regularly to document interactions with partners, participants, and donors.
- Maintain RE NXT Professional Certification
- 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.
- Support the engagement of Camp's corporate partners through the facilitation of Helping Hands Work Days at The Hole in the Wall Gang Camp.
- Assist other teams within Development as needed.
- Assist with special projects and performs additional duties as assigned.

Our Peer to Peer Manager should have...

- A demonstrated understanding of fundraising, donor relations, marketing or event implementation. Two years of experience preferred.
- A degree and/or coursework in a related field is desirable, but there is no minimum education requirement.
- The ability to establish positive relationships with a variety of people in multicultural environments.
- Excellent written and verbal communication, customer service, project management, organizational skills, and attention to detail.
- Experience with the use of fundraising databases, such as Raiser's Edge, Classy, Luminate, for maximum effectiveness in recording of all donor and prospect information.
- A willingness and ability to operate a computer for most of the workday with appropriate rest periods.
- A willingness and ability to work extended hours, including evenings and weekends and occasional overnight travel.
- A valid Driver's license and driving record which meet HITWG insurance carrier requirements. Ability to travel to assigned worksites.
- A willingness and ability to work outdoor events in varied weather conditions, traverse varied terrain, and lift and carry bulky and sometimes heavy materials and supplies.

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.