



Job Opening: Director of Donor & Alumni Relations

About USA Wrestling

USA Wrestling is the National Governing Body (NGB) of the sport of wrestling from youth through the U.S. Olympic Team. It is the representative body to the U.S. Olympic & Paralympic Committee for the sport with more than 250,000 members, nearly 40,000 coaches and 4,000+ clubs in all 50 states. The organization has a tradition of success and most recently won nine medals at the 2020 Olympic Games in Tokyo, its highest medal total since the 1984 Olympic Games.

Our Mission

USA Wrestling, guided by the Olympic Spirit, provides quality opportunities for its members to achieve their full human and athletic potential.

Our Values

Responsibility, Integrity, Dedication, Honesty, Accountability, Respect

Major Duties and Responsibilities

- Develop USA Wrestling's overall fundraising strategy to include major gifts, annual giving efforts and campaigns including identification, qualification, cultivation, stewardship, acknowledgement and long-term relationship building.
 - VIP giving
 - Online giving Combined Federal Campaign (CFC) giving
 - State campaign giving
 - Corporate giving
 - Grants
- Develop fundraising tools and collateral for fundraising campaigns to support men's and women's wrestling programs (ex. Freestyle and Greco-Roman) plus support the USA Wrestling general fund
- Oversee the USA Wrestling Alumni Program (former National Team athletes, coaches and officials).
- Oversee programs like Wrestler for Life fan program and Wrestling for Peace.
- Develop and maintain a professional database system for tracking donor clients and activity.
- Provide support to Living the Dream medal fund.
- Work closely with the United States Wrestling Foundation (USWF) on joint programs.
- Streamline and execute necessary paperwork involved with donor needs, state & federal laws and USA Wrestling records.

Qualifications

Education

- Four Year Degree



Experience

- Wrestling experience desired, especially if at a high national or international level; and/or general fundraising experience

Pay Range

\$90,000 - \$120,000

Benefits

- Paid vacation, personal and sick time
- Approximately 10 paid holidays per year
- 403 (b) retirement plan
- Medical, dental and vision insurance
- Employer paid life insurance

Other Information

- The USA Wrestling Office is in Colorado Springs, Colorado; the ability to work from National Office is required
- Role requires ability to travel approximately 40% of the time.
- Staff oversight of two employees and one intern who also serve fundraising and day-to-day administrative management roles.
- USA Wrestling is an Equal Opportunity Employer

Application Process

USA Wrestling is working with Farrell Sports on the hiring process for this position. Interested candidates should send a cover letter, resume and three references to Matt Farrell at matt@farrellsportsww.com by Friday, Sept. 2 at 5 pm Mountain Time.