



Fundraising Director

The Maine Democratic Party (MDP) is looking for an aggressive, strategic, and driven **Fundraising Director** to lead the charge in bringing in the resources Maine Democrats need to win every cycle. This role requires donor stewardship and relationship cultivation, as well as developing a high-impact fundraising operation that will allow MDP to put boots on the ground earlier than ever before and strengthen our infrastructure. The stakes are high, and we need a fundraiser who can craft and execute bold plans to secure critical resources. The Fundraising Director will work directly with the Executive Director and Party leadership to raise the resources that fuel our programs and deliver Democratic wins in 2025, 2026, and beyond.

About the Role

The **Fundraising Director** is a senior leadership position responsible for designing, managing, and executing an aggressive, multi-channel fundraising strategy for the MDP. We're looking for a goal-oriented, **metrics-driven fundraiser** who thrives under pressure and consistently delivers results. This role will be responsible for driving revenue growth, managing a personal portfolio of major donors, and building a high-performing fundraising program that effectively leverages the MDP Chair, Vice Chair, Executive Director, and other top Maine Democrats to bring in resources.

Key Responsibilities

Call Time Management

- Plan and manage call time for the MDP Chair, Vice Chair, Executive Director, and self built to help us achieve fundraising goals.
- Prepare call sheets, background materials, and follow-up communications to donors; ensure disciplined call time schedules for all surrogates.
- Coordinate follow-up strategy, including timely thank-yous, pledge-chasing, meeting set-up and relationship development.

Donor Cultivation & Management

- Manage a personal portfolio of major donors and prospects, moving them



through an intentional cultivation pipeline toward solicitation.

- Oversee donor communications, stewardship, and recognition to build long-term relationships and increase giving capacity, as well as continually growing a recurring monthly donor base
- Conduct donor research and support prospecting efforts for all levels of giving.

Events & Fundraising Campaigns

- Plan and execute fundraising events with specific raise-goals, both in-state and out-of-state, including, house parties and flagship events.
- Assist the Executive Director in planning virtual briefings, program updates and progress reports for major funders and grassroots donors.

Email & Digital Fundraising Support

- Collaborate closely with MPD's Digital Director and external digital fundraising vendors to execute a robust online fundraising program.
- Provide input on strategy, messaging, and audience segmentation for email and SMS campaigns.
- Ensure digital fundraising efforts align with the Fundraising Department's development goals and contribute meaningfully to revenue targets.

CRM Management & Compliance

- Work with MDP's Finance Director and compliance team to ensure all fundraising activity is compliant with state and federal laws.
- Maintain accurate donor records in NGP.
- Collaborate with the Executive Director to track revenue and project cash flow in accordance with timeline milestones (monthly, quarterly and more).

Other Duties

- Draft regular donor updates and email communications.
- Provide support for some non-fundraising MDP events (both virtual and



in-person).

- Drafting and mailing fundraising letters.
- Other duties as assigned by the Executive Director.

Qualifications

- A minimum of 2 years prior fundraising experience – political preferred.
- Experience managing major donor portfolios and executing successful donor cultivation strategies.
- Strong understanding of fundraising best practices, call time management, and donor stewardship.
- Proficiency in fundraising software (e.g., NGP, VAN, or similar platforms) and Google Suite; experience with digital fundraising platforms is a plus.
- Exceptional verbal and written communication skills, with the ability to craft compelling asks and build relationships with donors at all levels.
- Highly organized and results-driven, with the ability to manage multiple projects simultaneously under tight deadlines.
- Experience working with senior leadership and top stakeholders to execute fundraising strategies.
- Strong commitment to Democratic values and political change.
- Ability to work independently and as part of a collaborative team.

How to Apply



Please send your cover letter and resume to exec@mainedems.org with "Fundraising Director" in the subject line. Applications will be accepted on a rolling basis. Relocation assistance is available if needed.

Salary is dependent on experience and is in the \$72,500 range. This is a full-time position that offers a generous benefits package and competitive salary commensurate with experience. This position is a part of the Maine Democratic Party employees' bargaining unit, represented by the International Brotherhood of Electrical Workers Local #1837.

This position is based in Maine with at least 3-days a week required at MDP's headquarters in Augusta. Additional in-person donor meetings and event-based work required as needed.

The Maine Democratic Party is an equal opportunity employer and it is our policy and our core value to recruit, hire, train, promote and administer any and all personnel actions without regard to sex, race, age, color, creed, national origin, religion, economic status, sexual orientation, veteran status, gender identity or expression, ethnic identity or physical disability, or any other legally protected basis.