

The **Mississippi Free Press (MFP)** is an [award-winning nonprofit media organization](#) redefining journalism in and about the Deep South. Founded in 2020, the MFP founders and team know that rigorous, solutions-driven, community-focused reporting can create real change. From deep investigations into systemic inequities to uplifting stories of hope, innovation and resilience, our mission is to inform and engage Mississippians—and the nation—with truth, context and courage. Our nonprofit, the Mississippi Journalism and Education Group, also runs a summer newsroom for teenage journalists, the [award-winning Mississippi Youth Media Project](#).

MFP is a fast-growing organization supported by a mix of national foundations, grassroots supporters, and a passionate community of readers who value journalism that stands for transparency, equity and accountability. As we expand our reach and impact, we're seeking a driven, collaborative **Development Manager** to help fuel our growth and deepen our relationships with large donors and foundations across the country.

## **Position Overview**

The MFP **Development Manager** will be a strategic, goal-oriented, organized and driven fundraising professional who will lead efforts for major donations and grants. This role will manage a portfolio of major donors, foundations and corporate supporters, while helping strengthen systems, collaborating with the revenue team, and fostering a culture of high-level philanthropy across the organization.

We're looking for someone who is both visionary and hands-on. You will be comfortable setting and pursuing ambitious revenue goals, building meaningful relationships, and driving a growing team toward results that support our growing newsroom across Mississippi. The ideal candidate will be ready to help scale the organization's impact, reach, and long-term sustainability through strategic fundraising and strong relationship building.

You would join a team of dedicated professionals who believe in Mississippi's potential. Most Mississippi Free Press team members have worked together at least five and several more than a decade. We have a collaborative, positive and supportive work culture that values hard work, the teamwork it requires to create top-level journalism and societal impact, and mutual respect and care for each other.

## **Key Responsibilities**

### **Strategic & Revenue Leadership**

- Execute a multi-year fundraising plan that meets or exceeds annual revenue goals and ensures long-term sustainability.

- Work with Director of Revenue Operations to develop measurable major-gift targets, track progress and adjust strategies to ensure success.
- Partner with the CEO and Board of Directors to cultivate and solicit major gifts.
- Work with the full revenue team to provide transparent, data-informed revenue forecasts and updates to leadership and the board.

### **Major Gifts & Individual Giving (approx. 50%)**

- Build and manage a robust portfolio of major donors and prospects across Mississippi and the nation.
- Cultivate relationships that inspire deep, sustained giving through personal connection and mission alignment.
- Leverage the CEO, board members and key champions to expand donor networks.
- Strategize and oversee annual and major giving programs, campaigns and stewardship efforts.

### **Institutional Giving (approx. 50%)**

- Lead relationships with foundations and institutional funders, from proposals to reporting.
- Collaborate with CEO and program staff to identify and package fundable opportunities.
- Track and manage all grant reporting, compliance and impact communication.
- Plan and/or write grant proposals for major gifts.

### **Board & Champion Engagement**

- Equip and energize board members, ambassadors and supporters to participate actively in fundraising.
- Provide strategy, support and coaching in high-level giving to maximize their effectiveness in donor engagement.
- Foster a culture of shared ownership and celebration around fundraising success.

### **Team & Systems**

- Supervise and mentor development staff, consultants and interns as needed.

- Work with the Director of Revenue Operations to maintain and improve infrastructure for donor tracking, moves management and reporting (CRM proficiency required).
- Build efficient systems that allow the team to scale while maintaining personal, relationship-centered stewardship.

### **Qualifications**

- 4- to 7-plus years of fundraising experience with proven success securing five- and six-figure gifts.
- Track record of meeting or exceeding ambitious revenue goals in both individual and partnered asks.
- Skilled relationship-builder who connects authentically with donors, foundations and community partners.
- Strong leadership and team and time-management skills, with an ability to inspire accountability and results.
- Excellent communicator who can articulate MFP's mission, values, and impact with clarity and passion.
- Experience leveraging board members and high-level volunteers in donor cultivation.
- Commitment to equity, truth-telling and the role of free press in building stronger, more inclusive communities.
- Familiarity with nonprofit journalism or media organizations a plus, but not required.
- Mississippi roots and connections a plus, but not required.

### **Compensation & Benefits**

Competitive salary commensurate with experience. Starting-salary range begins at \$75,000 and is open to further negotiation depending on experience and fundraising track record.

Comprehensive benefits including health, dental, and vision insurance; generous paid time-off policy.

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### **Why Join the Mississippi Free Press?**

This is a pivotal time to join a fast-growing, nationally recognized newsroom that is challenging narratives and building trust and community through powerful, solutions-based journalism. You'll play a central role in shaping MFP's next chapter, helping to expand our reach, deepen our impact and ensure our sustainability for years to come.

If you're a bold, mission-driven fundraising leader who wants to make a difference in the South—and believes that journalism can improve the state and nation—we'd love to hear from you.

**To Apply:** Please send a resume and cover letter to Chief of Revenue Operations Tami Jones at [tami@mississippifreepress.org](mailto:tami@mississippifreepress.org). Applications will be reviewed on a rolling basis.

*The Mississippi Journalism and Education Group does not discriminate on the basis of race, color, religion, sex, pregnancy, sexual orientation, gender identity, national origin, age, physical or mental disability, genetic information or veteran status in any area of its operations.*