

# Development Manager



**Q: Does the job require a degree, certification, or both?**

**A: Yes. A Bachelor's Degree or higher in English or related disciplines.**

**Q: Is there any way to volunteer or shadow with this position?**

**A: We do have a Development volunteer position that assists our whole team.**

**Q: Are there any internships that help to get this position?**

**A: Georgia Aquarium doesn't currently offer an internship in Development, but any non-profit experience would be a plus.**



Q: What does your average day look like?

A: Currently, the Manager of Development oversees both our Annual Fund (encompassing individual donors from \$1+) and Anchor Society (our philanthropic members beginning at \$750+). Our goal is to raise donations for our mission programs: Research and Conservation, Education Programs, and our Military Salute program. A typical day might include correspondence with donors via phone, email or in-person, planning donation appeals or brainstorming donor incentives and programs.

Q: What path did you take to get to Georgia Aquarium?

A: I have a Bachelor's in Art History but gaining experience in Development/Advancement/Fundraising in a nonprofit is most important. I worked at a private school on the Development team before joining Georgia Aquarium as our Development Assistant. After working in that position here for a year I was promoted to Development Manager when that role became available.

Q: What is your favorite part about working at Georgia Aquarium?

A: I feel strongly about our mission programs - it is great to raise money to support the important work Georgia Aquarium does both in and outside the building.



*Thank You*