

Fundraisers

SOC: 13-1131 • Career Profile Report

■ Key Facts

\$66,490

Median Salary

134,400

Employment

+4.0%

Growth Rate

■ Requirements & Salary Range

Education: Bachelor's degree

■ Automation Risk Assessment

Medium Risk - 38.0% probability of being automated in the next 10-20 years.

This job has some routine elements but still requires human judgment and interaction.

■■ Work-Life Balance

7.1/10 - Good work-life balance

■ Personality Fit (RIASEC)

Higher scores indicate better personality fit for this career type.

Realistic	3.8/10	Investigative	7.2/10
Artistic	4.0/10	Social	6.6/10
Enterprising	8.2/10	Conventional	8.8/10

■ Top Skills Required

Communication skills, Decision-making skills, Detail oriented, Interpersonal skills, Organizational skills

✓ Strengths

- High Demand
- Flexible Work
- Continuous Learning

■ Challenges

- Burnout Risk
- Rapid Technological Change

■ What They Do

Fundraisers are mission-driven professionals who plan and execute **strategies to secure financial support** for nonprofit organizations, educational institutions, healthcare systems, political campaigns, and social causes. They build relationships with donors, manage campaigns, and communicate the impact of giving, ensuring organizations have the resources needed to fulfill their missions.

This career is well suited for individuals who enjoy relationship-building, strategic communication, and aligning people's values with meaningful causes.

What Do Fundraisers Do?

Fundraisers develop and manage efforts to raise money from individuals, corporations, foundations, and governments. Their responsibilities blend communication, planning, and stewardship.

Common responsibilities include:

- Identifying and researching potential donors
- Developing fundraising strategies and campaigns
- Communicating organizational missions and impact stories
- Soliciting donations through events, appeals, and meetings
- Managing donor relationships and stewardship programs
- Tracking contributions and maintaining donor databases
- Coordinating fundraising events and activities

Types of Fundraisers

Fundraisers may specialize by donor type or fundraising method:

- Individual Giving Fundraisers: Focus on donations from individuals and families.
- Major Gifts Officers: Cultivate large individual or corporate gifts.
- Grant Writers and Fundraisers: Secure funding from foundations or government sources.
- Event Fundraisers: Plan and manage fundraising events.
- Corporate and Sponsorship Fundraisers: Build partnerships with businesses.
- Digital and Campaign Fundraisers: Lead online or social media giving efforts.

Skills and Abilities Needed

Fundraisers combine communication skills with strategic thinking and organization.

Core Professional Skills

Personal Qualities That Matter

Education and Career Pathway

Fundraisers enter the field through varied educational and professional backgrounds:

- Bachelor's Degree: In communications, marketing, business, nonprofit management, or a related field
- Entry-Level Development Roles: Gaining experience in donor relations or events
- Professional Certifications (optional): Fundraising or nonprofit credentials
- Advanced Roles: Progression to development director or leadership positions
- Ongoing Learning: Staying current with fundraising tools and regulations

Where Do Fundraisers Work?

Fundraisers are employed across mission-based organizations:

- Nonprofit and Charitable Organizations

- Educational Institutions and Universities
- Hospitals and Healthcare Systems
- Political Organizations and Campaigns
- Religious and Community Organizations
- Foundations and Advocacy Groups

Work may include events, travel, or flexible schedules.

How Much Do Fundraisers Earn?

Earnings vary by organization size, role, and experience:

- Entry-Level Fundraisers: Typically earn professional salaries
- Experienced or Major Gift Fundraisers: Often earn higher pay due to responsibility
- Development Directors: May earn more in leadership roles

Compensation may include performance-based incentives.

Is This Career Difficult?

Fundraising is relationship-driven and can be challenging. Professionals must manage rejection, long timelines, and donor expectations while maintaining enthusiasm and ethical standards. The challenge lies in building trust, communicating impact, and sustaining donor engagement over time.

Who Should Consider Becoming a Fundraiser?

This career may be a strong fit if you:

- Are passionate about social causes or missions
- Enjoy networking and relationship-building
- Communicate persuasively and authentically
- Are goal-oriented and persistent
- Want a career that blends purpose with strategy

How to Prepare Early

- Volunteer with nonprofit or community organizations
- Develop strong writing and communication skills
- Learn basic marketing, sales, or data tracking concepts
- Practice public speaking and relationship management
- Explore nonprofit management or fundraising coursework

Fundraisers connect generosity with impact, turning relationships, storytelling, and strategy into the financial support that powers meaningful work and lasting social change.