
Development & Fundraising Lead

National Wheelchair Basketball Association (NWBA)

Location: Remote or Colorado Springs, CO

Type: Full-Time, Exempt

About the NWBA

Founded in 1949, the **National Wheelchair Basketball Association (NWBA)** is the oldest and largest adaptive sports organization, which advanced wheelchair basketball from rehabilitation to a global sport with the U.S. as a perennial powerhouse. As the national governing body, the NWBA is responsible for the continued growth, development, and competitive excellence of the sport across all levels from youth to gold medal Paralympians.

The NWBA provides life-changing opportunities for athletes through participation, competition, and community. To do so, we committed to building a fiscally strong, professionally managed, and forward-thinking organization that supports our members and secures the future of the sport.

Now, the NWBA is pushing forward to drive historic growth for our sport by leveraging the LA 2028 Paralympic Games as a generational catalyst for increased awareness and success. To achieve our goal of doubling the number of our teams and athletes, we need to rapidly implement innovative changes to accelerate fund raising from new sources.

Position Overview

The NWBA is seeking a strategic, entrepreneurial, and relationship-driven **Development & Fundraising Lead** to drive transformative revenue growth and philanthropic engagement efforts.

This position is ideal for a development professional who wants to build, scale, and shape the future of our organization's enhanced fundraising focus. Reporting directly to the Chief Executive Officer, this role will design and execute innovative strategies to:

- Locate, expand and diversify revenue streams
- Grow unrestricted funding sources
- Increase donor acquisition and retention

- Enhance fundraising ROI
 - Strengthen corporate and grant partnerships
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Key Responsibilities

Revenue Growth & Strategy

- Identify, cultivate, and solicit new individual donors, major gifts, and corporate supporters
- Develop and execute comprehensive annual fundraising plans
- Expand new revenue channels, including corporate match programs and event-based fundraising
- Partner with leadership to position the NWBA as a “charity of choice”

Donor Stewardship & Engagement

- Lead donor stewardship efforts including acknowledgements, reporting, and recognition
- Maintain and audit donor database integrity
- Improve donor retention through strategic engagement initiatives
- Create compelling internal and external donor communications

Campaigns, Grants & Events

- Support and execute annual giving campaigns and targeted fundraising initiatives
- Coordinate and manage fundraising events from concept to successful execution
- Assist in grant research, proposal development, reporting, and compliance
- Develop targeted solicitation strategies for high-performance programs and special initiatives

Leadership & Collaboration

- Engage and activate the Board of Directors, Revenue Generation Committee, and athletes in fundraising efforts
 - Collaborate cross-functionally to align fundraising with organizational goals and needs
 - Support broader NWBA programming and special initiatives as needed
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Qualifications

Required

- Bachelor’s degree

- 5+ years of progressively responsible fundraising, development, or revenue-generation experience
- Demonstrated success securing new donors, partnerships, or funding sources
- Strong relationship-building and stakeholder management skills
- Excellent written and verbal communication abilities
- Strategic thinker with strong organizational and project management skills
- Experience working with volunteers, committees, or board members
- Ability to travel and work evenings/weekends as required

Preferred

- Experience in nonprofit, membership-based, or sports organizations
 - Familiarity with wheelchair basketball or adaptive sports
 - Bachelor's degree in business, nonprofit management, marketing, communications, or related field
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Compensation & Benefits

- Salary range: **\$50,000 – \$65,000**, commensurate with experience
 - Medical and dental insurance
 - 401(k) with employer match
 - Annual performance-based bonus eligibility
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Why Join the NWBA?

As part of our team, you will have the rare opportunity to improve the lives of adaptive athletes while enhancing the long-term sustainability of a historic and globally successful national organization.

If you are motivated by mission-driven work, energized by building relationships, and excited about growing revenue to fuel impact — we encourage you to apply.

Application Process

Please submit the following:

- Resume
- Cover letter detailing your interest and fit for the role
- Three professional references

Subject line: *Development & Fundraising Lead Application*

Submit materials to:
Brandon McBeain, CEO
brandonmcbeain@nwba.org

Applications will be accepted until the position is filled but must be received no later than **March 27, 2026**.

Equal Opportunity Employer

The NWBA is an Equal Opportunity Employer and is committed to building a diverse and inclusive workplace. All qualified applicants and employees will be considered for employment and advancement without regard to any status protected by applicable law, including disability, race, color, creed, sex, religion, age, national origin, sexual orientation, gender identity, gender expression, marital status, or ancestry.

The Development & Fundraising Lead position is at-will employment.
