

# Fundraisers

SOC: 13-1131 • Career Profile Report

## ■ Key Facts

<b>\$66,490</b> Median Salary	<b>134,400</b> Employment	<b>+4.0%</b> Growth Rate
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## ■ 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 typically perform the following tasks:

- Identify and build relationships with potential donors.
- Secure commitments of participation or donation from individuals or corporate donors.
- Write and send letters of thanks to donors.
- Solicit cash or in-kind donations or sponsorships from individual, business, or government donors.
- Create or update donor databases.
- Develop strategies to encourage new or increased contributions.
- Develop or implement fundraising activities, such as annual giving campaigns or direct mail programs.
- Compile or develop materials to submit to granting or other funding organizations.
- Conduct research to identify the goals, net worth, charitable donation history, or other data related to potential donors, potential investors, or general donor markets.
- Develop fundraising activity plans that maximize participation or contributions and minimize costs.
- Direct or supervise fundraising staff, including volunteer staff members.
- Establish fundraising or participation goals for special events or specified time periods.
- Monitor progress of fundraising drives.
- Recruit sponsors, participants, or volunteers for fundraising events.
- Contact corporate representatives, government officials, or community leaders to increase awareness of organizational causes, activities, or needs.
- Attend community events, meetings, or conferences to promote organizational goals or solicit donations or sponsorships.
- Write reports or prepare presentations to communicate fundraising program data.
- Explain the tax advantages of contributions to potential donors.
- Design or produce materials such as posters, Web sites, or newsletters to promote, market, or advertise fundraising events.
- Write speeches, press releases, or other promotional materials to increase awareness of the causes, missions, or goals of organizations seeking funds.

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Source: <https://www.bls.gov/ooh/business-and-financial/fundraisers.htm>