

Victors Internship Program

Michigan Athletics Development

About Michigan Athletics, Development

Sure, you've heard of Michigan Athletics. 110,000+ passionate fans in The Big House probably rings a bell. Or you've seen one of our 29 sport programs that are consistently among the top in the country. But what is athletic development? We are the fundraising arm (or non-profit side) of Michigan Athletics. Our amazing team is responsible for raising money so our athletic programs can continue offering scholarships, building state-of-the-art facilities and supporting the mental and physical health of our student-athletes. In total, we have over 28,000 donors that annually make a charitable gift to support Michigan Athletics.

Position: Major Gift Prospecting

Job Summary

Join Michigan Athletics Development as a Major Gift Prospecting Intern and play a key role in advancing fundraising efforts for Michigan's world-class athletic programs! This hands-on internship offers experience in donor data analysis, major gift prospect identification, and strategic benchmarking.

Job Duties/Responsibilities

- Organize donor data (donation history, ticket purchases, wealth ratings) into regional prospect lists
- Analyze wealth indicators to identify prospects capable of making \$100K+ gifts
- Collaborate with Major Gift Officers (MGOs) to refine prospect criteria and gather additional data
- Track, update, and report on prospects' movement through the donor cycle
- Benchmark peer institutions (B1G and Power 5) to evaluate and recommend major gift strategies
- Prepare detailed, data-driven reports with 100+ new qualified prospects per MGO
- Deliver an end-of-internship report with recommendations for prospecting improvements
- Estimated time commitment between 6-8 hours per week

Qualifications

- Strong analytical skills with proficiency in data organization and interpretation
- Excellent communication and interpersonal skills, with an ability to collaborate across teams
- Interest in fundraising, athletics, or nonprofit development
- Ability to work independently while meeting deadlines and deliverables
- Knowledge of Microsoft Excel or other data analysis tools preferred
- Research skills for benchmarking and strategy evaluation
- Attention to detail and commitment to maintaining accurate records
- Be part of a dynamic team supporting student-athletes and shaping the future of Michigan Athletics fundraising!