

2017 Nonprofit Organizations
Positions Included in the Salary Report

**** Report includes newly updated job descriptions for easy position matching***

Job Family	Position Title
Administrative/General Office	Administration Director Administrative Assistant, Intermediate Level Administrative Assistant, Junior Level Administrative Assistant, Senior Level Data Entry Operator Date Entry Supervisor Executive Assistant File Clerk Mail Clerk Meetings and Events Manager/Planner Office Manager Receptionist
Advocacy/Government Affairs	Government Relations Director/Manager Grassroots Advocacy/Campaign Manager Lobbyist Policy Advisor Policy Analyst
Animal Care	Animal Shelter Manager
Athletics/Recreation	Aquatics Director Recreation/Activity Leader
Call Center	Inbound Call Center Associate Inbound Call Center Manager Inbound Call Center Supervisor Outbound Call Center Associate Outbound Call Center Supervisor
Communications/Marketing	Communications/Marketing/Public Relations Assistant Communications/Public Relations Director Communications/Public Relations Manager Editor Editorial Services Manager Marketing Coordinator Marketing Director Videographer/Video Producer Writer
Conservation/Environmental Programs	Environmental/Sustainability Educator Conservation/Environmental Program Manager
Culture/Performing Arts	Curator Artistic Director Exhibits Manager
Education	Instructor Admission Director Adult Education Teacher

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	Dean Librarian Registrar School Principal/Headmaster Teacher, K – 12 Teacher, Pre-school/Kindergarten Teaching Assistant, Pre-School/Kindergarten
Executive	Chancellor/President Chief Administrative Officer Chief Advocacy Officer Chief Development Officer Chief Executive Officer/President/Executive Director Chief Financial Officer Chief Human Resources Officer Chief Information Officer Chief Marketing Officer Chief Medical Officer Chief of Staff Chief Operating Officer/Associate Executive Director Chief Program Officer Chief Scientific Officer Executive Vice President
Facilities/Maintenance	Building Manager Driver Facilities Manager Groundskeeper Janitor or Custodian Maintenance Supervisor Maintenance Technician/Specialist Security Guard/Officer Security Manager
Finance	Accounting Clerk Accounting Manager Accounts Payable Manager/Supervisor Accounts Receivable Manager/Supervisor Assistant Controller/Assistant Director of Accounting Bookkeeper Budget Analyst Budget Director Director of Finance Director of Accounting/Controller Financial Analyst

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	Internal Auditor Finance Administrator Senior Accountant Staff Accountant
Food Services	Cook Cafeteria Manager Food Service Assistant/Worker Food Service Manager or Supervisor
Grant Making	Foundation Program Assistant Foundation Program Associate Foundation Program Officer
Graphics/Printing	Creative Services Director Graphic Artist
Housing	Construction Manager Desk Clerk Director of Property Management Director of Resident Services Resident Services Coordinator Shelter Supervisor
Human Resources	Compensation Analyst Compensation and Benefits Specialist Employee Benefits Administrator Employee Training Manager/Specialist Human Resources Assistant Human Resources Director/Manager Human Resources Generalist Payroll Clerk Payroll Manager Recruiter Recruiter Manager
Income Development/Fundraising	Donor Information and Gift Processing Manager Annual Giving Director/Officer Capital Campaign Manager Corporate & Foundation Relations Director Development Director Grants Proposal Writer Grants Administrator Grants Manager Major Gifts Director/Officer Development Associate (Generalist) Membership Assistant Membership Director/Manager

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	Online Giving Manager Planned Giving Director/Officer Prospect Researcher Regional Area Income Development Vice President/Director Special Events Manager/Specialist Sales Clerk Shop Manager
Information Technology	Database Administrator Applications Developer Business Systems Analyst Database Analyst Database Architect Desktop Support Manager Desktop Specialist Enterprise Architect LAN Administrator Network Engineer Network Manager Software Engineer Systems Analyst Technical Projects Manager Technical Support Analyst Technical Support Manager Web Administrator Web Developer Webmaster Information Technology Manager
Legal	Attorney/Lawyer General Counsel/Lawyer Legal Assistant Paralegal Senior Attorney/Lawyer
Medical Services	Medical Case Manager Clinic Director Community Health Worker Director of Nursing Medical Assistant Nurse Practitioner Personal Attendant/Home Health Care Worker Medical Records Clerk Medical Services Director Nutritionist/Dietician

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	Occupational Therapist Medical Receptionist Physical Therapist Physician Patient Accounts Representative Speech Pathologist Registered Nurse
Program Administration	Partnership and Collaboration Manager Program Analyst Program Assistant Program Coordinator Program Director/Manager Project Manager (Non Technical) Regional Area Program Coordinator Regional Area Program Director or Manager
Program Delivery	Case Manager, Entry Level Case Manager, Mid Level Case Manager, Senior Level Chaplain/Clergy Child Care Assistant/Babysitter Counselor, Entry Level Counselor, Mid Level Counselor, Senior Level Direct Care Counselor Driver Eligibility Specialist Job Coach Job Placement Coordinator Licensed Psychologist Psychiatric Social Worker Psychiatrist Senior/Adult Program Assistant Social Worker, Entry-level Social Worker, Mid Level Social Worker, Senior Level Vocational or Placement Counselor
Purchasing	Buyer Purchasing Coordinator/Specialist Purchasing Manger
Regional General Management	Area Director/Manager Regional Vice President
Science	Research Analyst

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	Research Assistant Research Director
Volunteerism	Community Organizer
	Volunteer Coordinator Volunteer Director
Warehousing	Warehouse Manager
	Inventory Control Clerk Order picker Shipping/Receiving Clerk Distribution Supervisor