Title: Development Director
Reports to: Chief Executive Officer
Start Date: August 1st, 2022
Location: Austin, TX

OVERVIEW

The Development Director will join the growing team at Marathon Kids (MK), an Austin-based nonprofit dedicated to transforming lives through running. Governed by a dedicated and diverse Board of Directors, MK delivers youth physical activity programming through Marathon Kids and adult membership programming through Austin Runners Club (ARC). MK delivers an award-winning technology platform and evidence-based program to help schools and CBOs build a culture of health in their community; in Austin, MK owns and produces races, community events, and endurance programs designed to keep Austinites active and healthy.

The Development Director will spearhead new and established fundraising initiatives to support Marathon Kids’ program expansion; including grant management, corporate sponsorship development, partner benefit activation, DIY/third-party beneficiary activations and more. The ideal candidate will bring their experience prospecting, cultivating and closing grants, major funders and corporate partners to the role, both as a strategic, “big-picture” thinker and a highly-organized self-starter tackling projects big and small. The Development Director will also supervise and mentor the Annual Fund & Grants Manager to ensure department operations and donor reporting requirements are fulfilled.

RESPONSIBILITIES

- Under the CEO’s leadership, identify, develop and implement a coordinated series of fundraising activities using development best practices and donor identification, segmentation, cultivation, and solicitation consistent with the overall organizational fundraising strategy.
- Craft proposals, solicitation letters, pitch decks, donor correspondence, and related materials to support corporate sponsorship development and other fundraising initiatives
- With the support of the Annual Fund & Grants Manager, implement donor cultivation and stewardship strategies resulting in annual campaign growth, engagement of key constituencies, development of the organization’s fundraising base and the effective solicitation of donors capable of making transformative gifts.
- Regularly scan the communities served by the organization for new business prospects, fundraising opportunities, cause marketing partners and local leads to promote the Marathon Kids brand.
- Execute all other reasonable duties as assigned by the CEO.
QUALIFICATIONS

- Passion, imagination, vision, leadership and integrity.
- A minimum of 5 years of major gift fundraising, with individuals/corporations and foundations in a professional capacity.
- Management experience with increasing levels of responsibility and with direct stewardship of boards of directors.
- A demonstrated track record of building a development function including but not limited to annual fund, major gifts, corporations and foundations, planned giving and events.
- A strategic approach to development with significant experience in cultivating and managing donors.
- A demonstrated ability to plan and operate strategically, to build public support, to strengthen infrastructure, to inspire staff and the board of directors, and to develop effective programs.
- The ability to plan, set goals and objectives, organize, and follow through.
- A track record as an effective communicator both verbal and written; adept at writing proposals, solicitation letters, donor correspondence, and other kinds of material to enhance fundraising.
- Experience and competency using various development software, i.e. Salesforce, Asana, Excel, etc.
- Position requires a moderate amount of travel and flexible hours.
- Bachelor’s degree required.

The ideal candidate will demonstrate the following capabilities:
- Commitment to the mission and work of Marathon Kids with the credibility and persuasiveness to secure support from others.
- A manager who leads by example and exemplifies the values and ethics of the organization.
- A high achiever with the ability to seize opportunities and realize results.
- An organized individual with strong creative and conceptual skills.
- A leader who functions effectively; must be a team player who is inclusive, flexible, creative, energetic, and fair minded.
- A decisive and resourceful individual with the willingness to accept responsibility and take charge of results; able to work successfully with limited resources.
- A self-starter who is confident enough to express opinions, with a sensitivity to the feelings and opinions of others.
- An energetic person who is emotionally mature and dependable; and enjoys a collegial environment.

TO APPLY, submit a letter of interest and resume to jobs@marathonkids.org.