

Title: **Development Senior Manager**  
Reports to Chapter Senior Director  
Direct reports None  
Location Greater Austin  
Date July 2026  
Targeted Salary Range: \$76-\$78K  
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**About Breakthrough T1D:**

As the leading global type 1 diabetes research and advocacy organization, Breakthrough T1D helps make everyday life with type 1 diabetes better while driving toward cures. We do this by investing in the most promising research, advocating for progress by working with governments to address issues that impact the T1D community, and helping to educate and empower individuals facing this condition.

**Summary:**

The Development Senior Manager (DSM) at Breakthrough T1D is integral in the day-to-day execution of integrated fundraising efforts to support our organizational strategy and mission. Their relationships with constituents and donors on behalf of Breakthrough T1D will ensure the expansion of our reach to support maximum chapter and event growth to further our mission.

The Development Senior Manager role focuses on relationship building with donors, sponsors, and fundraising volunteers within their assigned event(s) and portfolio, driving impact and strengthening both donor and volunteer pipeline resulting in increased revenue and results.

This individual is a high-impact, high-energy team player who can effectively bring the mission to life within the community through collaboration, cultivation, inspiration, and engagement. They will implement activities to support organizational strategies through their assigned event(s) revenue and portfolio to drive optimal results and actively demonstrate and promote enterprise-wide mindsets.

As one of the top performing chapters in the country, the Southern Texas territory and Greater Austin Chapter plays a vital role in the organization's success. The Greater Austin Chapter serves the Austin metropolitan area and surrounding counties and communities. This position will oversee and lead the Austin OneParty Gala and Golf Tournament, which together raise over \$1.87 million annually, manage other chapter fundraising efforts, and maintain a portfolio of donors and sponsors supporting the chapter's program's and mission

**This position is primarily remote, allowing you to work from home, with occasional in-field responsibilities as needed. Travel requirements are minimal, typically 1–3 trips per year for territory or national obligations.**

***Ideal candidate must reside within the Austin metropolitan area and surrounding counties and communities.***

### **Key Responsibilities:**

#### **Fundraising & Engagement – 60%**

- Implement revenue and engagement plans that drive new levels of performance and year-over-year growth in the chapter. This includes driving individual and corporate supporter growth within assigned event portfolio.
- Responsible for achieving personal event revenue goals and supporting the achievement of overall event, and ultimately chapter revenue and engagement goals.
- In collaboration with national and chapter partners, implement annual strategies that will drive growth of assigned event portfolio through corporate and individual donor engagement and stewardship at the event level. Identify and develop new business with existing donors and new prospects.
- Implement stewardship strategies of all event supporters that align to program standards; ensuring they are done timely and consistently throughout the year
- Deploy tactics and strategies within event portfolio that drive foundation and pipeline building activities in support of long-term success of organization
- Implement strategies to retain, acquire and activate supporters in events that will ensure fundraising, and participation goals are met for current and future activities
- Secure and retain table hosts, guests, and event sponsors
- Acquire, cultivate, and solicit mid and major level Fund A Cure donors
- Design, plan and implement cultivation event(s) that will inspire and engage key event donors and volunteers
- Develop and implement meaningful audience development strategies that inspire giving night-of, including maximizing table spend and activation
- Create and implement year-round stewardship activities for event donors, sponsors and volunteers

#### **Volunteer Management – 20%**

- Recruit, cultivate, and manage volunteer leaders that drive revenue as key partners; includes event leadership and committees
- Ensure meaningful engagement of volunteers at all levels and engage in good working relationships with key volunteer partners.

- Partner with volunteer leadership to solicit funding and other support from individuals, corporations, foundations and other sources of funding and/or influence.

#### **Awareness – 10%**

- Support and maintain the vision, mission, and priorities of Breakthrough T1D. Understand and be able to articulate the strategic direction and purpose of the organization.
- Demonstrate an educated and enthusiastic understanding of Breakthrough T1D's mission and research therapeutics. Promote mission engagement opportunities throughout the community in the areas of research, advocacy, and community engagement and clinical trials.
- Represent the interests, professionalism, and integrity of Breakthrough T1D in all activities and relationships through a commitment to organizational standards and leadership by personal example.

#### **Administration and Management – 10%**

- Maintain departmental and organization-wide policies and procedures
- Develops expertise in fundraising management platforms, as appropriate.
- Participate in monthly strategy meetings with fundraising events program partners to monitor KPI progress, identify risks and opportunities, and take actions as appropriate to ensure success of event(s).
- Partner annually with national program partner(s) to establish budget and pipeline strategies specific to event portfolio and role.

#### **Requirements:**

- 5-8 years of fundraising experience, with a clear record of achievement in a complex, mission-driven organization with revenue responsibilities more than \$500k; experience working directly in large scale events (walk, gala, etc.).
- Experience in volunteer team recruitment, development, retention, and stewardship experience.
- Successfully executed large scale community-based events
- Strong skills in the identification, cultivation, solicitation, and on-going stewardship of donors and supporters.
- Experience partnering with strong and active volunteers, including working successfully with a large network of passionate volunteers.
- Demonstrate a high degree of energy, integrity, courage, empathy, and creativity. A team player who can achieve individual objectives and support those of the entire chapter team.

- Proven ability to successfully maintain an extensive network of strategic relationships (donors, volunteers, community partners, etc.) in the local area. Existing knowledge and network of relationships in the territory preferred.
- Ability to be an enthusiastic spokesperson/representative of Breakthrough T1D's mission. Clear communicator with ability to inspire others to engage and support an organization's mission.
- Highly efficient in time management and able to meet deadlines under pressure.
- Proficiency in MS Office (Word, Excel, PowerPoint, Outlook) and familiarity with Salesforce or other CRM databases.
- Ability to travel locally required. Evening and weekend work as needed.
- College degree or equivalent combination of education and experience.