

## **Director of Development (Major Gift Officer) – Two Positions Available**

**Department:** Ascension Seton Foundation

**Location:** Austin, TX

**Schedule:** Monday–Friday, 8 AM–5 PM

### **About Ascension Seton Foundation:**

The Ascension Seton Foundation is the non-profit organization supporting philanthropic initiatives at Ascension Seton Medical Center Austin and Dell Seton Medical Center at The University of Texas. We advance our Mission, Vision, and Values by transforming healthcare and providing compassionate care, particularly for those most in need.

### **Position Overview:**

The Ascension Seton Foundation is seeking **two Directors of Development (Major Gift Officers)** to identify, cultivate, solicit, and steward major donors, focusing on gifts ranging from \$25,000–\$250,000 and beyond. Each role manages a portfolio of major gift donors and prospects, collaborates with clinical leaders, hospital executives, and volunteers, and is responsible for building long-term relationships that result in sustained giving of \$750,000–\$1 million annually within 2–3 years.

### **Key Responsibilities:**

- Manage a portfolio of major gift donors and prospects to achieve annual fundraising goals.
- Build and maintain long-term donor relationships aligned with strategic funding priorities.
- Collaborate with hospital executives, clinical leaders, and volunteers to engage donors effectively.
- Participate in fundraising campaigns, donor recognition, and stewardship activities.
- Support data tracking and analysis for solicitation efforts and results.
- Develop strategies for staff training in donor engagement and marketing campaigns.

### **Qualifications:**

- Bachelor's degree (or equivalent experience) in a relevant field.
  - 3–5 years of progressive major gift fundraising experience (\$25,000+ gifts), preferably in healthcare or complex nonprofit settings.
  - Proven success managing donor portfolios and securing five- and six-figure gifts.
  - Strong relationship-building, communication, and presentation skills.
  - Ability to work independently and collaboratively across teams and with clinical partners.
  - High ethical standards, professionalism, and discretion.
- Service line fundraising experience is a plus.

**Benefits:**

- Paid time off (PTO)
- Health insurance options & wellness plans
- Retirement benefits including employer match
- Long- and short-term disability
- Employee assistance programs (EAP)
- Parental leave & adoption assistance
- Tuition reimbursement
- Opportunities to give back to the community

**Why Join Us:**

Ascension Seton, based in Austin, Texas, has provided rewarding careers in healthcare since 1902, operating more than 100 clinical locations in Central Texas and four teaching hospitals, including Dell Seton Medical Center at The University of Texas and Dell Children's Medical Center. Join our team to make a meaningful impact on patient care and community health.

**Equal Employment Opportunity:**

Ascension provides EEO to all associates and applicants without regard to race, color, religion, sex/gender, sexual orientation, gender identity or expression, pregnancy, childbirth and related conditions, national origin, citizenship, age, disability, veteran status, marital status, or any other legally protected status.

**Salary Range:** The historical range for this position has been approx. \$80,000 to \$120,000, with the midpoint around \$100,000, commensurate with experience.

**To Apply please use the link below. For question please contact:**

[Joel.Rice@ascension.org](mailto:Joel.Rice@ascension.org)

<https://jobs.ascension.org/us/en/job/1255829/Director-of-Development>