



## Vice President of Development – Central Texas

**Organization:** Big Brothers Big Sisters of Central Texas

**Location:** Austin, TX (Central Texas Market)

**Reports To:** BBBS CTX Market President

**Employment Type:** Full-Time

**Compensation:** \$120,000, based on experience

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### About Us

Big Brothers Big Sisters of Central Texas' mission is to build and support one-to-one mentoring relationships that ignite the biggest possible futures for youth. Our theme is simple: *Mentoring Relationships Change Lives*. We are looking for a dynamic leader of the development and fundraising team who shares our core values and passion for making a difference.

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### Position Summary

The **Vice President of Development** will serve as the leader of the development team for the greater Austin area, responsible for team oversight, fundraising, major gifts, events, and community engagement. This role is a key leader on the team driving strategic revenue growth, financial sustainability, and donor stewardship excellence.

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### Key Responsibilities

- **Fund Development & Community Leadership:** Lead fundraising efforts, cultivate major gift prospects, and represent BBBS in the community.
  - **Board Development:** Build strong relationships with regional board members and help recruit new talent to strengthen the funding base and increase revenue related connections & opportunities.
  - **Team Leadership:** Empower and develop fundraising staff, ensure performance & revenue goals are met, and provide skilled coaching and professional growth opportunities.
  - **Market Effectiveness:** Drive strategic initiatives, create revenue vision and plans, and oversee all fundraising related activities for the market.
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## Qualifications

- Bachelor's degree in a related field.
  - CFRE Preferred.
  - Minimum 7 years of successful fundraising and development team leadership experience.
  - Strong knowledge of Central Texas philanthropic community.
  - Excellent communication and relationship-building skills.
  - Proven ability to manage teams and make sound decisions.
  - Proficiency in MS Office; MS Excel, experience with Raiser's Edge donor management systems preferred.
  - Flexibility for evening/weekend work and travel within the region.
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## Why Join Us

- **Mission-Driven Impact:** Every day, your leadership will help ignite life-changing relationships for youth in Central Texas.
  - **Collaborative Culture:** Work alongside passionate professionals committed to mentoring and community engagement.
  - **Growth Opportunities:** We invest in leadership development and provide opportunities to innovate and make a lasting difference.
  - **Community Leadership:** Be the face of a respected nonprofit organization and build meaningful partnerships that strengthen local communities.
  - **Values-Based Organization:** Join a team that prioritizes safety, collaboration, honoring of relationships and being driven to action
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## Competencies

- Visionary Leadership, Strategic Thinking, Results-Driven.
  - Skilled fundraising and donor management experience.
  - Strong interpersonal skills and emotional intelligence.
  - Commitment to diversity and inclusion.
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## Physical & Work Environment

- Hybrid office/remote schedule with frequent community engagement.
- Requires reliable transportation and ability to travel locally.

**How to Apply** Email your resume and a customized cover letter to: Christina Snell [csnell@bbbstx.org](mailto:csnell@bbbstx.org)  
Subject Line: *Vice President of Development*