



## **Senior Development Manager, South Austin, Texas**

### **Who We Are:**

We are JoyRx, an organization dedicated to children's emotional wellness. Since 1995, we have led the way in supporting the positive emotional well-being of kids facing significant medical journeys. Our dedicated team provides moments of joy to seriously ill children through the JoyRx Music program. We see every interaction as a way to meet children and families where they are – whether it be an invitation to explore, engage, and play, or a way to find a moment of peace. Because when sick kids can be kids rather than just patients, their moods brighten. Anxiety and loneliness fade. Feeling of pain decrease. And the power of joy shines through – one song, one drumbeat, one child at a time.

JoyRx is passionate about diversity, equity, and inclusion and we believe that a diverse staff of highly skilled and creative individuals is necessary to achieve the vision and mission of the organization. We strive to create a work environment that reflects the communities we serve where everyone feels empowered to bring their whole, authentic selves to work, fully as they identify. We welcome and encourage applications from candidates who can contribute to the diversity of our workforce across a range of dimensions.

### **The Sr. Development Manager Role**

JoyRx is a national organization that has recently expanded our live music programming to the Austin region with program delivery to more than 2,500 local pediatric patients to date. Filling this role of Sr. Development Manager, along with the recent hire of Regional Executive Director, signifies our commitment to expanding our program reach, enhancing our delivery, and continuing to transform the treatment experience for so many seriously ill children in Austin, and beyond. The Sr. Development Manager has a unique opportunity to help build and scale our music program for our local community while having the full support of our national office.

The Sr. Development Manager will help JoyRx scale our program delivery in Austin and the southern region by driving local fundraising initiatives. This position is responsible for building out a robust local development program, including execution of fundraising events, corporate partnerships and sponsorships, regional volunteer leadership relations, and individual giving. The Sr. Development Manager reports to the Regional Executive Director.

### **Essential Functions:**

- Drive revenue generating activities in Austin and the broader South market, with a focus on individual giving, events, and corporate partnerships.
- Identify and cultivate new corporate partnerships and sponsorships, managing all aspects of the fundraising cycle including qualification, cultivation, solicitation, and stewardship.



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- Secure new 3<sup>rd</sup> party fundraisers and cause marketing partnerships with local businesses and organizations.
- Develop and lead JoyRx fundraising events, with execution support from an event contractor for large scale events (I.e. Live from the Heart Benefit Concert and Golf for Joy).
- Collaborate closely with Regional Executive Director to develop and execute robust individual giving strategy, managing aspects of the fundraising cycle including acquisition, qualification, cultivation, solicitation, and stewardship for both annual and major giving. Annually responsible for securing small gifts to gifts of \$10K+. This position will manage a portfolio and be responsible for personal revenue goals and ensuring team fundraising success.
- Build and maintain high-level relationships to lead active engagement with the JoyRx Executive Leadership, key funders, board members, community partners, and internal team members critical to individual and institutional fundraising efforts.
- Lead build out of operational infrastructure for the Austin development department. Work closely with national development office to ensure appropriate processes and procedures are designed and implemented in support of Austin fundraising goals.

#### **Qualifications and Skills:**

- Excellent communication skills, both written and verbal; solid presentation skills; ability to influence and engage a wide range of donors, partners and build long-term relationships
- A deep and passionate commitment to JoyRx's mission and genuine excitement to advance JoyRx's vision for kids and teens through philanthropic support.
- Ability to analyze problems, identify alternative solutions, project consequences of proposed actions, and implement approved recommendations
- Ability to develop and nurture networks to build and maintain a pipeline of prospects
- Strong listening skills and demonstrated ability to develop and maintain effective relationships with a variety of stakeholders
- Excellent interpersonal skills, including the ability to interact with C-level contacts
- Ability to maintain a high level of integrity and consistent ethical judgment in all working relationships and related duties
- Outstanding planning, organizational, and analytical skills
- Sound judgment in problem-solving and decision-making techniques
- Demonstrated experience with developing programs, leading teams to meet financial goals, and expanding into new markets
- Able to balance competing priorities, complex situations, and tight deadlines
- Able to work with a high level of independence

#### **Education & Experience:**

- Bachelor's degree or equivalent experience
- 5-7 years of successful experience in a variety of development activities (annual giving, corporate partnerships, events, major gifts, donor communications) with a proven track record of meeting revenue goals, and personally securing individual gifts of \$5k+ and corporate sponsorships and partnerships



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- Strong roots in the Austin and broader South market, with extensive knowledge of the local non-profit community
- Demonstrated success in relationship-building processes, including strategy, approach, execution, delivery, and collaboration
- Familiarity with CRM databases and Microsoft Office suite – knowledge of Raiser's Edge preferred
- Demonstrated success managing golf-related fundraising events preferred

### **Competency Requirements:**

- **Relationship Building** – Establish and maintain high-impact relationships with donors, partners, and staff. Initiate contacts readily.
- **Initiative** - Be proactive not reactive, make things happen.
- **High Standards** - Ensure exceptional quality and necessary attention to detail.
- **Active Communications** - Create an open and accessible environment that encourages flow of information and values continuous information exchange.
- **Energy** – Exhibit stamina and endurance.
- **Planning & Organizing** – Prioritize multiple tasks and maximize use of available time to ensure work is accomplished efficiently and accurately.

### **Work Environment:**

At JoyRx we are committed to a work environment where each person feels a sense of belonging and they are recognized, appreciated, and valued.

This position is based in the Austin, TX, office and will offer a hybrid office environment.

### **Travel:**

Frequent local travel is required, most often in Austin with occasional travel to JoyRx Headquarters in Portland, Oregon.

### **Compensation & Benefits:**

JoyRx is a growth organization that looks for team members to grow with it. JoyRx offers a generous total rewards package, a casual work environment, and an inclusive culture.

This position offers a competitive benefits package and a salary range starting at \$65,000. Final offer amounts and levels are determined by multiple factors, including your experience, and may vary from the amounts listed above.

Generous benefits include:

- Heavily subsidized medical, vision, dental, and alternative care benefits
- Generous PTO package, paid wellness days, and nine (plus two floating) paid holidays
- Voluntary short- and long-term disability
- Flexible spending plan
- 401(k) with 3.5% JoyRx match
- Paid four-week sabbatical to pursue creative talents after eight years of service



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- Professional development annual benefit
- Subsidized on-site parking or public transportation reimbursement.

**Position Type/Expected Hours of Work:**

This is a full-time (40 hours/week) exempt position. Some flexibility in hours is allowed; days and hours of work are generally Monday through Thursday, 8:00 am – 5:30 pm, and Friday 8:00 am – 12:00 pm. This position requires occasional evening hours and weekend work.

**Application Guidelines:**

Complete the [application](#) through our application portal and answer the following two questions in your cover letter:

1. Tell us how your previous work history has prepared you for this role.
2. Tell us if the compensation and benefits information listed above meet your needs.

**To learn more about JoyRx, the mission delivery of Children's Cancer Association, visit [JoyRx.org](http://JoyRx.org).**

Watch Founder and Chief Joy Officer Regina Ellis' TEDx Talk on the [Joy Effect](#)

**JoyRx Maxims:**

**We believe kids deserve long, wonderful lives.**

Or, at the very least, short, wonderful lives. **We believe cancer sucks.** We've had it, or loved someone who did. **We prescribe moments of joy for kids who are in the fight against all serious illness.** We create lasting memories for the loved ones who stand beside them. **We believe joy grows exponentially when it's used collectively.** We are surrounded by a league of extraordinary heroes who perform amazing feats of compassion, generosity, and love every day. **We are music medicine pioneers.** We believe in purple. **We know joy comes in all colors, shapes, and sizes – just like the kids who need our help.** We love to laugh. **We are not afraid to cry.** We spend every dollar wisely. **We give hugs freely.** We believe in today. **We respect our history as a grassroots organization.** We embrace our destiny as a global source of [JoyRx](#). **We believe these things matter.**