

# Senior Development Director



**Samaritan Center – Austin, Texas**  
**Full-Time | Exempt**

Samaritan Center is seeking an energetic self-starter to fill the newly created role of **Senior Development Director**. The **Senior Development Director** will be a key leadership role responsible for designing, leading, and executing a comprehensive fundraising strategy with a primary focus on **donor cultivation, relationship management, and event oversight**. Reporting to the Chief Executive Officer, this role is ideal for a relationship-driven professional who has a passion for driving revenue growth. This is a **unique opportunity for an experienced development professional with a proven track record to create a brand-new role and lead efforts to strengthen fundraising at Samaritan Center.**

## About Samaritan Center

Samaritan Center strengthens the mental, physical, spiritual, and social well-being of individuals and families by providing high-quality, affordable mental health and integrative wellness services for children, adults and families. For 52 years, we have served Central Texas through counseling, integrative medicine, veteran and military family services, and community partnerships and education. Our mission is to empower individuals, families, and communities and provide a safe space for growth and healing, so that no one faces their tough times alone.

## Position Summary

---

### Key Responsibilities

#### Donor Cultivation & Stewardship

- Lead efforts to identify, cultivate, and solicit new donors, including individuals, family foundations, businesses, civic groups and faith communities.
- Develop and implement a major gifts strategy to grow individual giving at all levels.
- Manage a portfolio of donors and prospects, ensuring consistent outreach, personalized stewardship, and timely follow-up.
- Coordinate communication with donors and prospects.
- Conduct regular donor meetings and communication to share organizational impact and secure renewed and increased gifts.
- Build relationships by attending community events, with possible speaking engagements, donor prospect meetings and office tours.

- Partner with program staff to provide stories of impact.

## **Event Management & Sponsorship**

- Provide strategic leadership and hands-on management of signature fundraising events, including the **Hope for Heroes Benefit, Samaritan Cup Golf Classic**, and other cultivation events.
- Drive sponsorship strategy, including identifying prospects, creating packages, and securing commitments.
- Evaluate event performance, analyzing revenue, expenses, and community engagement to guide future strategy.

## **Development Operations & Leadership**

- Work with the CEO and Development team to develop an annual plan with short- and long-term strategies to raise adequate funding to support Samaritan Center's mission and vision, and track progress throughout the year.
- Identify opportunities for diversifying funding sources and growing revenues.
- Engage and work closely with the Board of Trustees, Board Development Committee, and Event Committees in fundraising, outreach, and stewardship.
- Oversee donor database accuracy, reporting, and development processes in partnership with the Director of Development.
- Prepare presentations, reports, and updates for the Board of Trustees and Board Development Committee meetings.
- Lead and supervise Development staff including the Director of Grants and Development, and Director of Community Engagement.

---

## **Qualifications**

- Bachelor's degree or equivalent experience in nonprofit management, communications, business, or related field.
- Minimum **5+ years of professional fundraising experience**, including major donor cultivation and event management.
- Demonstrated success securing major gifts and managing donor portfolios.
- Proven track record of leading successful nonprofit fundraising events.
- Exceptional interpersonal, presentation, and communication skills.
- Strong organizational skills and ability to work independently to manage multiple projects and deadlines.
- Ability to work independently and take initiative.
- Commitment to the mission and values of Samaritan Center, with sensitivity to issues related to mental health, wellness, veterans, first responders and diverse communities.
- Familiarity with the Central Texas philanthropic community.

- Prior experience collaborating with volunteer Boards and committees.
- Experience managing and developing fundraising teams.
- Ability to work occasional evenings and weekends, with comp-time provided.
- Valid driver's license and ability to drive to donor meetings and community events.
- Experience with donor CRM/database systems.

## Preferred Qualifications

- Experience working with social services organizations in Central Texas
- CFRE certification
- Communications and/or marketing experience.
- Experience with Microsoft Office and comfortable learning and adopting new technologies to enhance efficiency and donor engagement

---

## Compensation & Benefits

- Salary range of \$85,000-\$100,000 depending on experience.
- Health, dental, vision, and retirement benefits.
- Generous PTO and paid holiday schedule.
- Flexible, supportive workplace culture committed to staff wellness.
- Opportunities for professional development.
- Hybrid work schedule with flexibility depending on current projects with 2-3 days in office each week.

---

## How to Apply

Send a **resume and cover letter** to **Cindy Long, CEO**, through email: [cindy@samaritan-center.org](mailto:cindy@samaritan-center.org). Applications will be reviewed on a rolling basis until the position is filled. Target date to fill position is July 1, 2026.