



TOWN AND COUNTRY OPTIMIST CLUB AND FOUNDATION

9100 Meadowheath Drive, Austin, TX 78729

Job Title: Director of Capital Campaign & Philanthropic Development

Location: Austin, Texas, Town & Country Sports Complex

Position Summary

Town and Country Optimist Club and Foundation, a longstanding community leader in youth sports programming in Northwest Austin, is seeking a dynamic and mission-driven **Director of Capital Campaign & Philanthropic Development**. This new leadership position will initially focus on overseeing a multi-year, multi-million-dollar **Next 50 Capital Campaign** to fund a 30,000-square-foot indoor athletic facility and upgrades across the 90-acre campus. This position is responsible for sustaining and growing philanthropic partnerships to support ongoing programmatic and operational goals.

Key Responsibilities

1. Capital Campaign Leadership

- Lead all phases of a comprehensive capital campaign, including planning, donor cultivation, major gift solicitation, and campaign tracking.
- Serve as primary liaison with fundraising consultants and various vendor partners to implement campaign strategies and timelines.
- Develop compelling case statements, campaign collateral, donor tracking systems, and stewardship processes.
- Coordinate Discovery Visits and support campaign steering committee recruitment and coaching.

2. Donor & Community Engagement

- Build and maintain strong relationships with current and prospective donors, including families, community partners, foundations, and corporations.
- Identify and engage high-capacity individuals from within the T&C network and broader Austin philanthropic community.
- Organize cultivation events and donor recognition efforts to foster long-term investment in the T&C mission.



3. Board and Volunteer Collaboration

- Work closely with the Optimist Board, campaign volunteers, and staff to align fundraising strategies with organizational goals.
- Train board members and volunteers on fundraising best practices, major gift solicitations, and donor engagement.
- Prepare regular updates for leadership and facilitate campaign committee meetings.

4. Development Infrastructure & Long-Term Growth

- Build and implement systems (CRM, donor databases, gift tracking, pledge fulfillment) to support campaign and post-campaign fundraising.
- Develop and execute a plan to transition capital campaign momentum into a sustained development program, including annual giving, grants, and corporate sponsorships.
- Promote a culture of philanthropy throughout the organization and community.

Qualifications

- 5+ years of experience in nonprofit fundraising, development, or campaign management (capital campaign experience strongly preferred).
- Proven track record securing major gifts and engaging high-net-worth donors.
- Experience working with volunteer boards and campaign steering committees.
- Outstanding written and verbal communication skills.
- Self-starter with the ability to work independently and collaboratively in a mission-driven, grassroots environment.
- Familiarity with youth sports, community development, or education is a plus.
- CRM/database proficiency (e.g., Constant Contact, Salesforce, Bloomerang) is preferred.

Compensation & Structure

- Salary Range: \$60,000 - \$90,000 Base
- Competitive compensation package commensurate with experience.
- Occasional evening/weekend work required for events and donor meetings.



How to Apply

Interested candidates should send a resume and cover letter detailing relevant experience and passion for supporting youth through sports and community engagement to

Stephen Nold
Town and Country Optimist International
Board Secretary
fundraising@tandcsports.org.