

Vice President of Advancement

About the Long Center

The Long Center is Austin's home for creativity and community. As a nonprofit performing arts center, we provide access to world-class performances, community programs, and transformative cultural experiences. Through strategic partnerships, innovative programming, and philanthropic support, the Long Center serves as a gathering place where the arts thrive and all are welcome.

Position Summary

The VP of Advancement is responsible for developing and executing a comprehensive advancement strategy that supports the organization's mission, strategic priorities, and long-term financial sustainability.

Reporting directly to the Chief Executive Officer and serving as a member of the senior leadership team, the Vice President of Advancement leads all fundraising and donor engagement efforts, including major gifts, annual giving, corporate sponsorships, foundation and government grants, donor stewardship, special campaigns, and fundraising events. The Vice President works closely with the CEO, Board of Directors, Development Committee, Long Center Collective Host Committee, community leaders, donors, and corporate partners to build meaningful relationships and secure philanthropic support for the Long Center's programs and initiatives.

This position provides strategic leadership for the Advancement Department, overseeing fundraising operations, revenue forecasting, donor engagement strategies, and advancement staff and contractors while fostering a culture of philanthropy across the organization.

Essential Duties and Responsibilities

Advancement Strategy and Revenue Generation

- Develop and execute a comprehensive annual advancement plan to achieve organizational fundraising goals.
- Lead fundraising efforts and contracting across individual giving, major gifts, corporate sponsorships, membership, foundation support, government grants, planned giving, special campaigns, and fundraising events.
- Establish and monitor fundraising goals, performance metrics, and revenue forecasts.
- Identify, cultivate, solicit, and steward major donors, sponsors, foundations, members, and community partners.

- Partner with the CEO and Board to strengthen philanthropic support and expand the Long Center's donor base.

Donor and Community Engagement

- Serve as a primary relationship manager for key donors, sponsors, foundations, and community stakeholders.
- Develop and implement donor cultivation, stewardship, and recognition strategies that promote long-term engagement and retention.
- Prepare donor correspondence, cultivation strategies, briefing materials, and stewardship communications as needed.
- Represent the Long Center throughout the Austin community to strengthen visibility, partnerships, and philanthropic investment.

Corporate Sponsorships and Special Events

- Lead sponsorship strategy and revenue generation for the Long Center's fundraising events and initiatives including the New Year's Eve Social Club, the Long Center Collective, and other signature events and programs.
- Oversee sponsor cultivation, solicitation, fulfillment, recognition, and renewals.
- Collaborate with staff, contractors, volunteers, and event partners to ensure fundraising events meet revenue and engagement objectives.

Board and Volunteer Leadership

- Partner with the CEO and Board of Directors to support fundraising priorities and advancement initiatives.
- Develop fundraising strategies that engage board members, volunteers, committees, and community advocates in donor cultivation and solicitation activities.
- Prepare reports, presentations, and fundraising updates for board and committee meetings.

Advancement Operations and Financial Management

- Oversee advancement operations, donor records, gift processing, reporting, and CRM management.
- Ensure accurate revenue tracking, donor documentation, and fundraising analytics.
- Develop annual departmental budgets and monitor fundraising performance against established goals.
- Prepare regular fundraising reports and forecasts for the CEO, Finance team, Board of Directors, and committees.
- Ensure compliance with grant requirements, donor restrictions, and organizational policies.

Team Leadership and Organizational Partnership

- Establish departmental priorities, goals, workflows, and accountability measures.
- Provide leadership, coaching, and performance management for advancement staff and contractors.
- Foster a collaborative, donor-centered culture within the Advancement Department and across the organization.
- Partner with Marketing, Programming, Finance, Operations, and Executive Leadership to align fundraising efforts with organizational priorities.
- Serve as a strategic advisor to the CEO on advancement opportunities, risks, and long-term fundraising strategy.
- Partner proactively with senior leadership peers across the organization, fostering open communication and mutual trust across departmental lines. As a member of the senior leadership team, this role shares direct responsibility for modeling and maintaining a positive organizational culture.

Minimum Qualifications

Knowledge, Skills, and Abilities

- Demonstrated expertise in nonprofit fundraising, donor engagement, and advancement strategy.
- Strong understanding of major gifts, corporate sponsorships, foundation relations, annual giving, and fundraising events.
- Exceptional relationship-building skills with donors, board members, corporate partners, and community leaders.
- Excellent written, verbal, presentation, and interpersonal communication skills.
- Strong financial acumen, including budgeting, forecasting, and fundraising analytics.
- Experience utilizing donor databases and CRM systems to manage fundraising activity and performance.
- Ability to manage multiple priorities, lead teams, and drive results in a dynamic environment.
- Demonstrated commitment to collaboration, inclusion, and mission-driven leadership.

Education and Experience

- Minimum of 10 years of progressively responsible nonprofit fundraising experience, including senior leadership responsibilities.
- Bachelor's degree required; advanced degree or relevant professional certification preferred.
- Proven track record of securing major gifts, sponsorships, grants, and other philanthropic investments.

- Experience managing fundraising teams and partnering closely with executive leadership and governing boards.
- Familiarity with the Austin philanthropic community and arts and culture sector preferred.

Work Environment

This flexible position is based in Austin, TX and involves regular interaction with donors, board members, sponsors, community leaders, and event participants. Evening and weekend attendance at fundraising events, performances, donor functions, and community activities is regularly required.

Salary & Benefits

The salary for this role starts at \$150k. In addition to salary, the Long Center offers a competitive benefits package, including health, dental, vision, 401k plan with employer match, generous paid time off, and unparalleled access to arts and cultural programming.

Equal Opportunity Employer

The Long Center is proud to be an Equal Opportunity Employer and we strive for a team that reflects Austin's diverse culture. All applicants will receive consideration for employment without regard to race, creed, color, religion, national origin, sexual orientation, gender identity, disability, sex or age.

Apply online at:

<https://ats.rippling.com/long-center/jobs/1a0b57ed-5d1a-4534-8d8b-a29b5b35f501>