

Director of Development at The Other Ones Foundation

Our Mission:

The Other Ones Foundation transitions Austin's homeless neighbors into an engaged community through shelter, opportunity, and support.

Our Vision:

An engaged community for all people impacted by poverty or homelessness.

Our Values:

How We Function:

- Fierce Authenticity
- Innovation
- Resiliency

How We Work Together:

- Engaged Community
- Equity
- Radical Kinship

How Staff Show Up:

- Integrity
- Reliability
- Unconditional Positive Regard

What We Do:

The Other Ones Foundation is a dynamic non-profit organization dedicated to providing comprehensive services to individuals experiencing homelessness. We operate with a mission to empower those we serve while fostering a community-driven approach to addressing homelessness.

In the last several years, TOOF has designed and begun construction on 200 individual shelter units, shaded gathering areas, hygiene facilities, and a community center. In 2022, we served 600 individual clients, housed 170 people across all programs, paid \$950,000 of income to people experiencing homelessness, and in partnership with those same people removed 580,000 pounds of debris from green spaces in Austin.

TOOF is committed to innovation, collaboration, and creating lasting change in the lives of the homeless community. To learn more about The Other Ones Foundation, including programming, values, and impact, visit the links provided below:

Read The Other Ones Foundation's full values list [here](#).

Learn more about The Other Ones Foundation's [programs here](#).

Read The Other Ones Foundation's 2022 Impact Report [here](#).

About the Opportunity:

The Other Ones Foundation seeks a strategic and relational Director of Development who will represent TOOF by producing compelling and persuasive messages about the organization and our work, contributing to the ambitious organizational strategy, and developing and implementing a comprehensive donor engagement strategy to cultivate, steward, and retain new and existing donors.

The Director of Development is a natural communicator with considerable experience in building lasting relationships with diverse types of donors using a variety of techniques. Reporting to the Chief Strategy Officer, the Director of Development will continue building on recent years' successes while evolving the current fundraising strategy to support the new organizational strategy and core funding needs.

This position is in-person with flexibility for remote work as needed, based in Austin, Texas.

Key Priorities and Responsibilities

Fund Development & Strategic Partnerships

- Maintain and expand current high-value funders, donors, and partners, using creative and entrepreneurial approaches to revenue generation and philanthropy
- Articulate the vision and implement development strategies that will enhance revenue and ensure consistency throughout the organization
- Fully own the procurement, engagement, and retention of key development relationships, including corporations, donors, foundations, and previously untapped resources and alliances
- Partner with the Director of Communication to integrate fundraising techniques with communications plans and co-create holistic materials for engagement, supporter care, and donor retention
- Collaborate with the Development team to build prospect profiles and strategic cultivation plans for potential high-value donors and volunteers

Relationship Building & Communication

- Employ effective and dynamic interpersonal and communication skills to build and grow relationships with a variety of internal and external stakeholders
- Foster a culture of collaboration and partnership throughout the organization by ensuring all staff have the information and communication pathways they need to make decisions, feel connected, and navigate change as a unified team
- Act as an advocate for the organization with funding bodies and share the impact TOOF has on the wider community, in a compelling narrative that speaks to that unique stakeholder's interests and results in a direct ask for support
- Attend committee meetings to report on high-priority fundraising matters, assess critical factors to success, and offer creative solutions for consideration
- Translate relationships into measurable growth relative to TOOF's programmatic outcomes, funding, and overall development

Supervisory Leadership

The Director of Development is a member of TOOF's Senior Management Team and will be expected to play a proactive role in the management of their team and the organization as a whole, including:

- Inspire, guide, and motivate team members to meet the current and future needs of the organization
- Support and conduct ongoing professional development opportunities for staff
- Increase organizational fundraising capacity and donor portfolio by building out a diverse team of Development Associates
- Model and encourage fierce authenticity, integrity, and radical kinship, along with other core TOOF values
- Plan, monitor, and gauge job results and productivity against organizational and team-based strategic goals

Minimum Qualifications

- Demonstrated success running multi-channel public fundraising campaigns, ranging from donor acquisition, supporter engagement, legacy marketing, and administration
- Experienced relationship builder with a proven record of accomplishment bringing in resources to an organization (fundraising, grants, resource management, development, contracts, etc.)

- Effective communicator, both written and verbal, with ability to clearly articulate shared value and secure funding from diverse stakeholders
- Proficiency in CRM software to track, analyze, communicate, and act on donor data. Proficiency in EveryAction preferred.

Preferred Qualifications:

Top candidates meeting minimum qualifications will also have:

- Experience with building and maintaining relationships with private foundations, corporations, and other high-value donors
- Experience in a similar senior management role, ideally managing teams and multiple functions within an organization
- Proactive campaign management skills and the knowledge and resourcefulness to secure philanthropic support that helps to fuel programs and projects
- Experience and passion working with or in sectors that serve TOOF's clients (people experiencing, or having previously experienced homelessness in Austin)

Compensation

Salary is competitive and commensurate with experience. The projected salary range for this role is \$83,033 - \$94,000 annually. The Other Ones Foundation also offers the following Employee

Benefits:

- Dental insurance offered
- Health insurance offered - 50% of employee premium paid
- Vision insurance offered
- Employee assistance program
- Flexible schedule
- Flexible spending account
- Paid time off - vacation and sick time
- Parental leave
- Growth and development opportunities
- 401k

Equal Opportunity Employer/Non-Discrimination Statement:

The Other Ones Foundation is an Equal Employment Opportunity (EEO) employer and does not discriminate on the basis of color, race, national origin, religion, gender, age, veteran status,

political affiliation, sexual orientation, marital status or disability (in compliance with the Americans with Disabilities Act) with respect to employment opportunity.

To Apply:

Please submit your resume and a cover letter expressing your interest in the position and fit for the role through our application link by February 7th, 2024. Applications not submitted through the link below will not be considered.

Contact:

Mission Capital, a nonprofit capacity builder in Central Texas that equips and connects mission-driven leaders, organizations and networks advancing equity and opportunity through their work, has been retained to facilitate this search process. For questions, please contact:

Kyle Gugel, Consultant: kyleg@missioncapital.org

All inquiries and discussions will be considered confidential.