

Since our founding in 1924, we've cut cardiovascular disease deaths in half, but there is still so much more to do. To overcome today's biggest health challenges and accelerate this progress, we need passionate individuals like you. Join our movement, be part of the progress, and help ensure a healthier future for all. You matter, and so does the impact you can make with us.

We're hiring a **Vice President Development in Austin, TX**. The VP Development is responsible for leading, managing, inspiring, and implementing the Austin fundraising campaigns through strategic direction and leadership of a team of fundraising leaders and support staff, along with recruitment and leadership of executive volunteer partnerships.

This is an office-based position that offers a hybrid schedule in a fast-paced environment with the main responsibility of driving revenue in support of our mission.

We offer a base salary with the potential to earn an incentive up to 25% of your base pay. The potential incentive is based on achieving certain revenue targets and triggers.

The Association offers many resources to help you maintain work-life harmonization through your changing needs and life situations. To help you be successful, you will have access to Heart U, our award-winning corporate university, as well as additional training and support, locally.

#TheAHALife is more than a company culture; it is our way of life. It embodies our commitment to work-life harmonization and is guided by our core values where our employees can thrive both personally and professionally. Discover why you will Be Seen. Be Heard. Be Valued at the American Heart Association by following us on [LinkedIn](#), [Instagram](#), [Facebook](#), [X](#), and at [heart.jobs](#).

Please apply directly at: [American Heart Association - Vice President of Development, Austin](#).

You can also review other career opportunities at: [American Heart Association Careers](#)

Responsibilities

- Collaborate closely with Executive Director Austin and senior leadership to develop and implement strategies that deepen donor relationships and enhance our fundraising impact.
- Lead and manage a team of three to six direct reports all with direct fundraising/campaign related responsibilities ensuring accountability and support for achieving bold fundraising goals.

- Directly oversee development and fundraising campaigns, leading staff teams to achieve bold revenue targets through effective campaign development and volunteer engagement.
- Strategically position the Austin market for aggressive growth in unrestricted revenue, targeting \$2,600,000, in campaign revenue by coaching and developing fundraising campaign staff for growth.
- Identify, recruit, onboard, and engage medical and non-medical volunteer partners and leaders. Ensure that volunteer leadership represents a community influence and is empowered to champion fundraising success through their personal and corporate giving.
- Cultivate and lead a network of meaningful volunteer partnerships to advance the mission of the organization, providing resources and direction to achieve campaign goals.

Qualifications

- Bachelor's degree or equivalent work experience.
- Three years of experience in a development position in a similar non-profit organization.
- Three years of experience in management of staff, preferably development or fundraising staff.
- Experience leading and cultivating high-level leaders at the C-suite level.
- Direct knowledge of special event fundraising tactics.
- Proficient in Microsoft Office Suite.
- Ability to travel the Austin area daily; always requires access to reliable transportation on an immediate basis.
- Professional communication skills.
- Ability to lift and/or move large objects (such as boxes) with the expectation that heavier items would be broken down into smaller components or requesting additional assistance may be required before lifting and/or moving.

The expected pay range will be \$90,000 to \$115,000. Pay is commensurate with experience; geographic differentials to the pay range may apply. American Heart Association reserves the right to pay more or less than the posted range. This position is incentive-eligible based on achieving certain targets.

The American Heart Association invests in its people. Here are the main components of our total rewards package. Visit [Rewards & Benefits](#) to see more details.

- **Compensation** – Our goal is to ensure you have a competitive base salary. That’s why we regularly review the market value of jobs and make adjustments, as needed.
- **Performance and Recognition** – You are rewarded for achieving success through annual salary planning and incentive programs; this position is incentive eligible based on achieving certain targets.
- **Benefits** – We offer a wide array of benefits including medical, dental, vision, disability, and life insurance, along with a robust retirement program that includes an employer match and automatic contribution. As a mark of our commitment to employee well-being, we also offer an employee assistance program, employee wellness program and telemedicine, and medical consultation.
- **Professional Development** – You can join one of our many Employee Resource Groups (ERG) or be a mentor/mentee in our professional mentoring program. Heart U is the Association’s national online university, with more than 100,000 resources designed to meet your needs and busy schedule.
- **Work-Life Harmonization** – The Association offers Paid Time Off (PTO) at a minimum of 16 days per year for new employees. The number of days will increase based on seniority level. You will also have a total of 12 paid holidays off each year, which includes several days off at the end of the year.
- **Tuition Assistance** - We support the career development of all employees. This program provides financial assistance to employees who wish to further their education and career in relation to their current duties and responsibilities, or for potential future positions in the organization.

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