



Development Representative — Houston

Remote role | Houston-area candidate

\$55,000–\$65,000 + benefits

Fundraising experience not required

About Design Outreach

Design Outreach is a Christian nonprofit that engineers life-sustaining technologies for people living in extreme poverty.

Through solutions such as LifePump™ and MaxLife™, we have already helped provide safe, reliable water to more than 1 million people. Our goal is to reach 10 million people by 2030.

We're looking for talented people who can build relationships, communicate a compelling mission, and help others invest in meaningful, lasting impact.

The Opportunity

We're hiring a highly relational, motivated communicator to join our Development team in the Houston, Texas, market.

This role focuses on building relationships with current and prospective donors, sharing the impact of Design Outreach, and helping people find meaningful ways to support the mission.

You do not need previous fundraising experience.

We are especially interested in **early-career candidates and recent graduates** who are strong communicators, relationship-builders, and self-starters. Relevant experience may come from communications, marketing, sales, recruiting, account management, customer success, admissions, ministry, community engagement, journalism, internships, or campus leadership.

Design Outreach will provide fundraising training and coaching.

What You'll Do

- Build authentic relationships with current and prospective donors.
- Meet with donors and prospects in the Houston area and beyond.
- Learn each donor's interests, passions, and philanthropic goals.
- Share compelling stories about Design Outreach's mission and impact.
- Identify new prospective donors through referrals, networking, and research.
- Prepare and present giving opportunities and proposals.
- Learn how to confidently and graciously make significant financial asks.



- Maintain strong follow-up and accurate donor records in Salesforce.
- Work toward annual fundraising goals, including growing the number of donors giving \$10,000 or more.

What Success Looks Like

Over time, you will be expected to:

- Complete approximately 12 donor or prospect meetings per month.
- Build a strong pipeline of prospective donors.
- Develop trusted, long-term donor relationships.
- Work toward an annual fundraising goal of \$350,000+.
- Develop the skills and confidence to secure significant gifts, including six-figure commitments.

Who Will Thrive in This Role

You may be a strong fit if you are:

- Naturally relational and energized by meeting new people.
- A strong communicator and good listener.
- Organized, dependable, and strong with follow-through.
- Comfortable initiating conversations and building new relationships.
- Motivated by goals and accountability.
- Mature and comfortable interacting with business leaders, families, and community members.
- Passionate about helping people and addressing global poverty.
- Excited to grow professionally in a mission-driven organization.

Faith & Mission Alignment

Design Outreach is a Christ-centered organization.

Candidates should support Design Outreach's Christian mission, be comfortable working with donors and ministry partners motivated by their faith in Jesus Christ, and be aligned with our core values of **excellence, faith, compassion, and collaboration**.

Qualifications

- Bachelor's degree preferred.
- **Early-career candidates are encouraged to apply.**
- Prior fundraising experience is **not required**.
- Strong interpersonal and communication skills.



- Demonstrated initiative, maturity, organization, and follow-through.
- Comfort using technology and learning CRM systems.
- Salesforce experience is helpful but not required.
- Ability to travel approximately 4–7 nights per month.
- Willingness to participate in approximately one international trip per year.
- Ability to work independently in a remote environment while staying closely connected to the team.

Compensation & Benefits

- \$55,000–\$65,000 salary
- Benefits package
- Remote work
- Professional coaching and fundraising training
- Significant growth opportunity
- The opportunity to use your career to help transform communities around the world

Location

This is a remote position, but the Development Representative should live in or near the **Houston metropolitan area** because local donor relationships and in-person meetings are an important part of the role.

How to Apply

Please send a resume and brief cover letter to:

Isaac Ezell

isaace@doutreach.org

In your cover letter, tell us why Design Outreach's mission interests you and what experiences have helped you become an effective relationship-builder.

Interviews will be conducted on a rolling basis until the position is filled.