

National Kidney Foundation

WHO WE ARE

Fueled by passion and urgency, the National Kidney Foundation is a lifeline for all people affected by kidney disease. As pioneers of scientific research and innovation, NKF focuses on the whole patient through the lens of kidney health. Relentless in our work, we enhance lives through action, education, and accelerating change.

WHAT WE BELIEVE IN

NKF's Mission is what we do, our Values are how we do it.

Accountability- Earn and Keep Trust
Collaboration- Work as a team
Communication- Empower with information
Community- Build stronger community
Compassion- Lead with care and respect
Impact- Focus on the mission

Your Voice Matters: <https://www.kidney.org/about/diversity-equity-inclusion>

WHO YOU ARE

You are a dynamic and results- driven Development Director well versed in leading fundraising initiatives for similar sized nonprofit organizations. You are skilled at building and executing comprehensive development strategies and serving as an ambassador for influential organizations. You have a proven success record working with both authority and influence to manage and steward a portfolio of corporate and individual relationships to drive growth and achieve defined revenue goals.

WHAT YOU'LL DO

You will operate as a hands-on leader to fundraise, develop, and steward corporate and individual relationships in the **Houston and South Texas region**. You will have the flexibility to work throughout the **Houston and South Texas** areas. You will identify new opportunities to grow portfolio engagement across all fundraising channels to increase revenue, including corporate partnerships, commercial co-ventures, special events, and individual giving, and will be accountable for preassigned revenue targets.

Strategic Leadership & Revenue Generation

Develop and execute a comprehensive fundraising strategy to meet or exceed annual revenue targets across multiple channels
Lead regional fundraising strategy across Houston and South Texas, aligning revenue goals with national priorities while adapting to local donor

cultures, community norms, and political climates. Create and execute innovative approaches to expand corporate partnerships, individual giving programs, and special events Design and implement moves management strategies for major donors and corporate partners Lead data-driven decision making through regular analysis of fundraising metrics and donor trends

Relationship Management & Team Leadership

Build and maintain a portfolio of high-value corporate partners and individual donors Cultivate major donor, corporate, and foundation relationships across diverse markets such as Houston and South Texas (e.g.; Austin, San Antonio, etc.) ensuring strong stewardship and long-term engagement. Partner closely with our Regional Director of Philanthropy to enhance Major Gift donations Partner with regional program and equity teams to translate health-equity initiatives into compelling, locally resonant cases for support. Be mission driven, data driven and data informed Supervise and coach development staff, fostering collaboration, accountability, and a strong Texas team culture. The ability to “get into the weeds” and handle tasks that may need coverage, if necessary, as the department is built-out Collaborate cross-functionally with program, marketing, and operations teams

Financial Management & Reporting

Manage annual development budget and ensure efficient resource allocation Provide regular forecasting and variance analysis Develop KPIs and track progress toward goals Oversee regional development operations, ensuring accurate forecasting, CRM discipline, and compliance with national standards. Possess a working knowledge of Salesforce, Prophix, Classy, and other often used development and accounting platforms

WHAT YOU'LL POSSESS

The ideal candidate must have proven success in fundraising and/or sales and relationship management. You will also have demonstrated experience as a subject matter expert and leader.

7+ years of fundraising experience, ideally with multi-market or multi-state responsibility Demonstrated success securing major gifts from individuals, corporations, and foundations in Houston and South Texas; proven track record of closing five and six-figure gifts/partnerships Experience managing and growing a multi-million-dollar development portfolio Strong financial acumen and budget management experience Exceptional communication and relationship-building abilities, with comfort engaging business leaders, civic partners, health and non-health sector stakeholders across varied communities. The gravitas to work with local Business Chamber and corporate leaders within and outside of the medical community Ability to navigate complex organizational dynamics Passionate

advocate for health equity and patient care
Strong leadership skills, including experience managing remote or geographically dispersed teams, a servant leader
Understanding of regional health disparities, community partnerships, and the cultural nuances of working in both states

OUR PREFERRED QUALIFICATIONS

CFRE certification or relevant advanced degree
Healthcare or medical research fundraising experience
Experience with planned giving programs
Knowledge of the Houston and South Texas philanthropic landscape
Demonstrated success in hiring, managing and mentoring development staff

EQUAL EMPLOYMENT OPPORTUNITY

Equal opportunity employer-vets/disabled. NKF is a merit-based employer.

DISCLAIMER

The above statements are intended to describe the general nature and level of work being performed by people assigned to this position. They are not intended to be considered an exhaustive list of all responsibilities, duties and skills required.

Salary Information

\$80000.0 - \$95000.0 Annual Salary

Apply Here: <https://www.click2apply.net/pkWMB2h5DQOxbiE88UdOq7>

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