



**Salary Range: \$110K-\$140K**

Please email your resume to [landrews@betaacademy.org](mailto:landrews@betaacademy.org) to apply.

**Job Title:** Development Director

**Location:** Beta Academy, Houston, TX

### **About Us:**

Beta Academy is a nationally recognized charter school with outstanding scholastic performance with several Distinct Designations and an A-rated District by the Texas Education Agency (TEA) in Reading, Language Arts, Social Studies, Science, and Math. Beta made the Texas Honor Roll and currently ranks in the top 98% for test scores in ELA/Reading. Because we make learning a delight and engage so many areas of the brain with our teaching methodology, our scholars' test scores lead the nation's charter schools in ELAR and consistently outperform state and local levels of achievement.

Finally, consistent with our name (Beta is the initial letter of the Greek word **ΒΕΒΑΙΟΣ**, which signifies honor), Beta Academy's philosophy is that both high expectations and strong character are crucial components of a world-class education. Our program is designed to build character to instill honor and respect while helping scholars learn joyfully in a rigorous academic environment.

We aim to share our exceptional educational programs with other communities and school leaders to equip them with the skills that will allow them to provide the same, high-quality, innovative education to children across the country and even internationally. Our goal is to have the lives of over 1 million children transformed by a revolutionary educational training institute, Beta U. Beta U will also serve as the advancement and fundraising platform for Beta Academy.

### **Position Overview:**

We are seeking a highly motivated and experienced Development Director to lead our fundraising and donor relations efforts. The Development Director will play a critical role in securing financial resources to support our school's mission and programs, as well as cultivating strong relationships with stakeholders, including parents, alumni, community members, and philanthropic organizations.

### **Key Responsibilities:**

**Fundraising Strategy:** Develop and implement comprehensive fundraising strategies to achieve annual fundraising goals and long-term sustainability objectives, including initiation of an endowment and planned giving.

**Donor Cultivation:** Identify and cultivate relationships with individual donors, foundations, corporations, and other potential funding sources to expand the school's donor base.

**Grant Writing and Management:** Research grant opportunities, write grant proposals, and manage the grant application process to secure funding for various school initiatives and projects.

**Event Planning and Management:** Plan, organize, and execute fundraising events, including donor appreciation events, galas, auctions, and community outreach events.

**Marketing and Communications:** Collaborate with the marketing team to create compelling fundraising materials, newsletters, and social media campaigns to engage donors and raise awareness about the school's mission and impact.

**Stewardship and Donor Relations:** Develop and implement stewardship strategies to cultivate lasting relationships with donors, including acknowledgment, recognition, and regular communication.

**Budgeting and Financial Reporting:** Work closely with the finance team to develop fundraising budgets, track fundraising metrics, and prepare accurate financial reports for internal and external stakeholders.

**Board Engagement:** Collaborate with the board of directors to leverage their networks and support fundraising efforts, including prospect identification, cultivation, and solicitation.

### **Qualifications:**

- Bachelor's degree in business administration, nonprofit management, communications, or a related field (Master's degree preferred).
- Minimum of 5 years of experience in nonprofit fundraising, development, or related fields, with a proven track record of successful fundraising and donor relations.
- Strong written and verbal communication skills, with the ability to articulate the school's mission and impact to diverse audiences.
- Excellent interpersonal skills and the ability to build and maintain relationships with donors, volunteers, board members, and other stakeholders.
- Proficiency in grant writing, fundraising software, and database management systems.
- Strategic thinker with the ability to develop and execute effective fundraising strategies to achieve organizational goals.
- Detail-oriented with strong organizational and project management skills.
- Passion for education and a commitment to the mission and values of Beta Academy.

### **Application Instructions:**

To apply, please submit a resume, cover letter, and writing sample (such as a grant proposal or fundraising appeal) to [HR@betaacademy.org](mailto:HR@betaacademy.org). In your cover letter, please explain your interest in the Development Director position and how your experience aligns with the responsibilities and qualifications outlined above.

Beta Academy is an equal opportunity employer and welcomes candidates from diverse backgrounds to apply. We thank all applicants for their interest in joining our team, but only those selected for an interview will be contacted.

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