

Director of Development & External Affairs

Access Health · Greater Houston · Richmond, TX · Full-Time, Exempt · Reports to: CEO

About AccessHealth

AccessHealth is a private, not-for-profit Federally Qualified Health Center (FQHC) serving Fort Bend and Waller Counties, TX since 1975 providing integrated, affordable healthcare to ~20,000 patients annually across 17 locations. A 2025 HRSA National Quality Leader and NCQA Patient-Centered Medical Home.

The Opportunity

This senior, externally focused role makes you face and voice of AccessHealth leading three interconnected functions: philanthropic development (individual, corporate, and foundation), clinical referral pipeline and strategic partnerships, and digital marketing including SEO and AI-driven search. Fort Bend County is one of the fastest-growing counties in the U.S.; this role is built for someone ready to build at scale.

What You'll Lead

Fundraising, Events & Donor Development

Build AccessHealth's philanthropic infrastructure - individual giving, corporate sponsorships, foundation grants, and signature events (annual gala, golf tournaments). Own the full development lifecycle from prospect to stewardship. Staff the Board Development Committee. CRM management with regular CEO/Board reporting.

Strategic Partnerships & Clinical Referral Pipeline

Build and manage a structured referral network from hospitals, clinics, employers, schools, faith communities, and social service nonprofits. Cultivate government relations with county, state, and federal officials. Represent AccessHealth at chambers, coalitions, and healthcare forums.

Community Voice, Brand & Digital Strategy

Serve as AccessHealth's primary community ambassador. Direct digital marketing, SEO, and AIO strategy (Google AI Overviews, Bing Copilot, Claude, ChatGPT) ensures AccessHealth is found wherever patients and partners' search. Manage external communications, media relations, and annual impact reports.

Required Qualifications

- 7+ years in nonprofit development, healthcare BD, or comparable external-facing leadership
- Proven track record: personally closed gifts, grants, or sponsorships of \$25,000+; managed an annual fund of \$500,000+
- Experience producing fundraising events generating \$100,000+ in revenue
- Grant writing and management (federal, state, and/or private foundation)
- Proficiency in CRM/donor software (Bloomerang, Donor Perfect, Salesforce, Raiser's Edge, or equivalent)
- Working knowledge of SEO, digital marketing, and social media
- Brings an established network in Greater Houston / Fort Bend County - foundation contacts, hospital community benefit leaders, corporate giving relationships. Day-one relationships matter.
- Genuine commitment to health equity and serving underserved communities

Preferred:

- Master's degree (MPH, MBA, MPA, MHA) or CFRE certification

- FQHC or safety-net healthcare experience
- AIO/LLM search optimization experience

What We Offer

Competitive salary commensurate with experience -Range: \$95,000-\$115,000 · Medical, dental, vision · 403(b) with employer contribution · Generous PTO · Professional development · PSLF-eligible employer

How to Apply

Submit resume, cover letter, and three references at myaccesshealth.org/careers. Cover letter must describe: (1) a specific gift, grant, or sponsorship you personally closed (amount + approach), and (2) a partnership or referral relationship you built from scratch.

AccessHealth is an Equal Opportunity Employer.