

Development Director Job Description

Better Block Foundation is a nonprofit organization empowering communities and their leaders to reshape their built environments to promote the growth of healthy and vibrant neighborhoods. The Development Director should embody this mission and have a passion for urban innovation and community development.

Position (located in Dallas, Texas, remote is not an option)

Reporting to the Executive Director, the Development Director will lead Better Block's **fundraising (65%)** and **marketing (35%)** initiatives. This role is critical in ensuring the financial sustainability and visibility of the organization. The Development Director will work collaboratively with staff, board members, and community partners to meet ambitious fundraising goals and enhance Better Block's brand and outreach. The position will oversee the Communications Coordinator.

Better Block projects are temporary, block-level interventions that demonstrate a series of rapid prototypes. We work with the community, highlighting their tools, knowledge, and resources, to revitalize neighborhoods. We often add bike lanes with temporary paint, use digital fabrication and manual processes to construct furniture from plywood and palettes, and activate the space by coordinating markets. Thus, even for the Development Director, the role is physically demanding, often requiring moving heavy objects and climbing ladders.

The ideal candidate has exceptional writing skills, a proven track record in fundraising with 5+ years, and the ability to connect with diverse stakeholders, from mayors and elected officials to local leaders and curious community members. While experience in urban planning is a plus, we are prioritizing fundraising expertise.

Responsibilities

Fundraising (65% of time)

- Develop and execute a comprehensive fundraising strategy to meet organizational goals.
- Cultivate and steward relationships with donors, sponsors, and grantmakers.
- Oversee grant research, writing, and reporting processes.
- Collaborate with the board and staff to identify new funding opportunities.
- Track and report on fundraising progress and outcomes.

Marketing (35% of time)

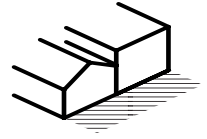
- Focus on promoting Better Block as an organization rather than individual projects.
- Develop and implement marketing strategies to enhance brand recognition and public visibility.
- Craft and distribute press releases, build relationships with media outlets, and coordinate interviews.
- Create and manage organizational newsletters, annual impact reports, and other key communications.
- Ensure consistent messaging across all external platforms to reflect Better Block's mission and values.

Other Responsibilities

- Participate in on-site projects to understand Better Block's mission firsthand.
- Represent (meaning attendance and speaking presentations) Better Block at meetings, conferences, and community events.
- Collaborate with staff and leadership on organizational strategy and planning.

Qualifications

- Proven track record of successful fundraising for nonprofits, including major gifts, grants, and sponsorships.
- Exceptional communication and writing skills, with experience in marketing, public relations, or journalism.
- Strong organizational skills, with the ability to manage multiple priorities.
- Ability to build and maintain relationships with diverse stakeholders.
- Willingness to travel up to 25% of your time and participate in hands-on project work.
- Background in urban planning, architecture, or community development is a plus, but not required. Ability to work in a team, delegate tasks, and hold team members accountable for these tasks.



- Position will involve leading frequent conversations with city officials and community members. Urban design touches on issues such as social justice and access to public resources, so the Development Director should be comfortable discussing these topics.
- Demonstrated ability to manage conflicts and resolve problems effectively.
- Design skills a plus (InDesign, Illustrator, etc.).
- Ability and willingness to travel up to 25 percent.
- Ability to work in a startup atmosphere where projects must be executed from the ground up.

Perks

- We get to travel the United States (and internationally!) up to 25% of the time for site visits, check in trips, and events, so this is a fun opportunity to see the world and how different communities work together.
- As part of our office, you will have access to our workshop that includes a CNC bed, laser cutters, and 3D printers as well as traditional power tools and supplies for woodworking.
- The Development Director is a perfect position for someone who wants to be outside and on site as often as they are in the office behind a desk. No two days are alike!
- 10 flexible PTO days plus holidays, including a closed office between Christmas and New Years. Additional days of PTO offered at director discretion based on project schedule.
- Creative atmosphere with an open office concept.
- We offer group insurance through the company with Better Block paying 60% of the premiums.

Salary Range

- \$65,000-\$70,000

To apply, email Krista@betterblock.org with your résumé, cover letter, and any relevant materials. No phone calls, please.