



## **Katelle Foundation Inc. dba The Kindness Campaign (TKC)**

**Job Description: Chief Development Officer**

**Status: Full time, Exempt, Austin, TX remote**

### **Opportunity:**

Established in 2015, The Kindness Campaign® (TKC) is a national nonprofit organization that provides accessible emotional health curriculum and programs to children and adults, at school and at home. Using the power of creative expression, TKC is on a mission to catalyze positive change in schools and communities, through art-infused workshops, lessons, and activations.

All offerings, including KindMusic®, KindArt, Enoughie's Magic Mirror®, Kind Leadership, and more flow from TKC's core pillars: self-image, emotional awareness, empathy, and community. To date, the organization has served 239,179+ children, with a special focus on central Texas youth. Participants consistently report increased emotional resilience, elevated campus cultures, and better student outcomes as a result of TKC's interventions and programming.

The Kindness Campaign® (TKC) seeks a dynamic and visionary Chief Development Officer (CDO) to join its Austin-based team. The CDO will work closely with leadership, Board members, and other key volunteers and stakeholders to grow a diversified charitable revenue portfolio at TKC. This role will act as a high-profile leader within the organization, ensuring fundraising and initiatives are aligned with TKC's mission of creating & delivering accessible emotional health curriculum & programs. The CDO will report directly to TKC's Founder & President.

To fulfill these responsibilities, the right candidate will have a proven track record of building successful fundraising campaigns and generating charitable revenue to support organizational sustainability. They will bring a well-rounded understanding of development and organizational best practices, donor management, and overseeing small- to large-scale fundraising events. The ideal candidate will have experience working self-sufficiently, with minimal oversight or administrative support. This is a planning and executing role at our small but expanding organization; it is not a delegating-to-others position at this time.

### **Key Responsibilities:**

- Collaborate with leadership and Board of Directors to advise and execute comprehensive annual development strategy and fundraising plan, including corporate partners, major donors, foundations, and allied organizations

- Preserve and grow existing portfolio of corporate and foundation relationships while overseeing the cultivation of new partners, including identifying prospects, leading pitches, and building strategy
- Manage and expand TKC's Sapphire Circle, implementing best practices to increase members at each giving tier and increase levels of current members
- Guide and support the Board's development efforts by managing the Board pipeline, providing regular updates on TKC's fundraising, and fostering a culture of collaboration among Board leadership, volunteers, and staff
- Facilitate fundraising events, with primary focus on Art of Kindness Gala (annually in April)
- Advise brand positioning and messaging to ensure consistency across fundraising collateral
- Collaborate with Marketing to create donor-centric materials, including board reports, social media assets, and annual impact reports. Provide strategic and creative input for stakeholder-centric publications and other platforms to elevate TKC's position as a leader in the emotional health space
- Propose strategies for thought leadership initiatives, including identifying opportunities for speaking engagements, and preparing for those opportunities as the speaker or in support of leadership and/or other staff
- Leverage knowledge of corporate and family foundation philanthropy trends in the relevant regional and national fundraising landscapes to inform development and communications strategies
- Lead regular analysis of fundraising efforts to inform strategy, and coordinate data reporting on fundraising efforts

#### Qualifications:

- Minimum of 8-12 years of relevant professional experience in fundraising, corporate partnerships, and/or social impact, sales or marketing
- Strong leadership and interpersonal skills
- Proven ability to establish and nurture relationships with all stakeholders including donors, corporations, foundations, Board members, stakeholders, employees, and volunteers
- Excellent verbal and written communication skills, including the ability to present to large groups
- Superior organizational skills, including attention to detail
- Ability to work independently and as part of a team
- Experience working with diverse communities and populations
- Bachelor's or Master's degree
- Passion for promoting kindness and social change

#### Preferred Qualifications:

- Knowledge of the Central Texas philanthropic community including local major donors, corporations, and family foundations
- Professional knowledge of social emotional health and wellness
- Bilingual a plus (Spanish)

- CFRE

#### Work Environment:

- Full time remote work based in Austin, Texas
- Expectation to be on-site for meetings (internal and external), at times within a 2-hour window of notice
- Expectation to attend and lead in-person events and community-facing networking, fundraisers, and TKC friendraising events on behalf of the organization's Founder & President
- Some evening and weekend work is required and will occur regularly throughout the calendar year
- Use of personal technology required

#### Compensation / Benefits:

- \$100,000 annual salary with an increase to \$120,000 after the first six months of successful, goal achieving tenure
- Health, dental, vision, and life insurance
- Conditional, unlimited PTO. The Foundation conforms to the New York Stock Exchange's trading holidays, but also observes Juneteenth and the Day After Thanksgiving
- 401k plan (Company does not offer matching contributions at this time.)

#### To Apply:

The Kindness Campaign is an equal opportunity employer committed to creating an inclusive work environment. We encourage applications from individuals of all backgrounds who are dedicated to making a positive impact in our community. Email your resume and relevant cover letter with the subject line of CDO Search to [stacy@seedsforchangeconsulting.com](mailto:stacy@seedsforchangeconsulting.com). Complete applications will be reviewed as they are received with a **final application deadline of September 27**. We are highly motivated to fill this position as soon as possible and will be reviewing applications as they are received. **We strongly recommend applying early and not waiting until the deadline.** Complete applications include a resume and relevant cover letters. Partial applications and/or generic cover letters will not be considered. As a reminder, if you have any of the preferred qualifications, please be sure to include specifics about those in your cover letter.