



Senior Director of Development



Memphis, TN \$105k-115k



**TERRA FIRMA
CONSULTING**

The Opportunity

Epicenter is at an important point in its evolution.

The organization has built meaningful relationships and a strong foundation of support in Memphis. Its next opportunity is to broaden that circle—deepening corporate and foundation partnerships, developing new regional and national relationships, diversifying revenue, and creating a stronger connection between Epicenter's impact and the people and institutions positioned to invest in it.

Epicenter is looking for a **Senior Director of Development** to help lead that next chapter.

This is not a role for someone who wants to inherit a list of funders and maintain it. It is an opportunity for a development leader who is curious about where support could come from, confident building relationships from the ground up, and comfortable moving from conversation to investment.

You will work directly with the CEO and alongside the Board, with the independence to build relationships, pursue opportunities, and help shape Epicenter's fundraising for its next stage of growth.

Tell the Story. Make the Ask.

Epicenter's work sits at the intersection of entrepreneurship, technology, innovation, and economic opportunity. The Senior Director must be able to make that work clear and compelling—helping funders understand **what Epicenter does, why it matters, and why it is worthy of investment.**

That means understanding the audience and connecting Epicenter's impact to what matters to a corporation, foundation, or individual donor. It means building trust, recognizing opportunity, and knowing how to move a relationship forward.

And ultimately, **making the ask.**

What You'll Do

1. Expand Corporate and Foundation Relationships

Corporate and foundation relations will be at the center of your work.

You will build and manage a portfolio of current and prospective funders, deepen existing partnerships, and identify new opportunities in Memphis and beyond. You will cultivate, solicit, and steward relationships through the full development cycle and develop proposals and funding opportunities that connect Epicenter's impact with funder priorities.

Success will require looking beyond the familiar—identifying corporations, foundations, and partners that may not know Epicenter today but should.

2. Grow and Diversify Revenue

Epicenter wants to broaden both **who invests and where those relationships come from.**

You will develop and execute a fundraising strategy that expands beyond Epicenter's traditional funding relationships and geographic footprint, including regional and national opportunities. You will also strengthen individual giving as part of a more diversified development strategy.

You will use research, market intelligence, and relationships to determine where Epicenter should invest its fundraising energy—and where the next opportunity may be.

3. Activate the CEO and Board

The CEO and Board bring networks, credibility, and connections that can open doors. You will help create a more intentional approach to their participation in development—identifying where leadership relationships can advance opportunities, preparing the CEO and Board for important conversations and asks, and creating clear ways for them to support cultivation and stewardship.

At the same time, you'll have the independence to own relationships and move opportunities forward.

Who You Are

You are a relationship builder **and** a fundraiser.

You know that having a good conversation isn't the same as developing a funding relationship. You can listen for alignment, recognize an opportunity, tell a compelling story, and move naturally toward an ask.

You are curious about **where funding can come from**. You research, make connections, spot possibilities others may overlook, and know how to turn an interesting prospect into a real development opportunity.

You are comfortable walking into rooms where Epicenter already has credibility—and equally comfortable creating relationships where none currently exist.

You are focused and organized. You can manage multiple relationships and opportunities without losing the follow-through that builds trust. You are strategic without needing someone else to build the plan for you.

You ask good questions, understand that different funders care about different things, and know how to connect Epicenter's impact to what matters to them.

And you want to be accountable for results.

What You Bring to Epicenter

- Bachelor's degree required.
- Significant experience in fundraising, development, corporate or foundation relations, strategic partnerships, or related work.
- Demonstrated success cultivating, soliciting, and securing meaningful corporate and/or foundation support.
- Evidence that you can **create new relationships**, not only steward those you inherit.
- Experience moving prospects through the full development cycle, from identification and cultivation through solicitation and stewardship.
- Strong written and verbal communication skills, including proposal development and direct solicitation.
- The judgment and presence to work effectively with CEOs, Board members, corporate executives, foundation leaders, and community stakeholders.
- Strong organization, independence, and follow-through.
- High integrity and the ability to build trust internally and externally.

Experience in nonprofit development is valuable. Familiarity with entrepreneurship, technology, economic development, or philanthropy is a plus. **What matters most is whether you can build relationships that lead to investment.**

What Epicenter Offers You

This is an opportunity to do more than manage an established development program. You will have the opportunity to **help shape its next stage.**

You'll work directly with Epicenter's CEO, engage corporate and philanthropic leaders, and help expand an organization working to strengthen entrepreneurship, innovation, and economic opportunity in Memphis.

You'll have room to bring ideas, identify untapped opportunities, build relationships beyond the existing network, and influence how Epicenter tells its story to the people and institutions that can help advance its mission.

For the right development leader, this is an opportunity to put your relationships, judgment, creativity, and fundraising ability to work—and see the impact of what you build.

