



JOB TITLE: Senior Director, Development – Southeast
LOCATION: Georgia / Southeast
STATUS: Full-Time, Exempt
SALARY: \$140,000 - \$155,000

ORGANIZATION:

TGR Foundation is a leading education nonprofit founded in 1996 by Tiger Woods. With a commitment to providing opportunities that unlock the unlimited potential in the lives of young people from under-resourced communities, its mission is to empower students to pursue their passions through education. In 2026, TGR Foundation is celebrating 30 years of driving dreams together. Through its TGR Learning Labs and signature education programs focused on science, technology, engineering, arts and math (STEAM) educational enrichment, career and college readiness and health and well-being, TGR Foundation has served more than 217,000 students. For more information, visit TGRFoundation.org or connect on [Facebook](#), [X](#) and [Instagram](#).

POSITION SUMMARY:

Reporting to the Chief Development Officer, the Senior Director, Development – Southeast is a frontline regional fundraiser responsible for Atlanta, Augusta and broader Southeast relationship development while representing the full TGR Foundation investment portfolio.

RESPONSIBILITIES:

- Build and manage a qualified regional portfolio and pipeline of corporate, foundation and individual prospects.
- Serve as primary relationship manager for assigned regional accounts, owning cultivation, solicitation, close, stewardship, renewal and growth.
- Represent the full TGR Foundation investment portfolio and follow donor interest rather than limiting fundraising to a single Learning Lab.
- Build the market's philanthropic ecosystem through donor, corporate, foundation, civic and connector relationships.
- Partner with local Executive Directors and Learning Lab teams on community relationships, program connection, donor engagement, impact information and partner fulfillment.
- Work with the assigned Development Coordinator on account plans, research, meeting preparation, proposals, follow-up, Salesforce, grants, stewardship and gift administration.
- Engage National Partnerships when an opportunity becomes enterprise, multi-market, national or intentionally scalable.
- Partner with Development Events on cultivation and fundraising events while retaining donor relationship ownership.
- Maintain disciplined Salesforce pipeline, forecast, next actions and donor history and meet annual and quarterly fundraising goals.

EDUCATION, EXPERIENCE & SKILLS REQUIRED:

- Bachelor's degree or equivalent combination of education and experience.
- 8+ years of progressively responsible fundraising, major gifts, corporate/foundation relations or related experience preferred.
- Demonstrated success building donor relationships and closing significant gifts or partnerships.



- Strong knowledge of the assigned market and ability to build a broad philanthropic network.
- Excellent written, verbal, presentation and relationship-management skills.
- Ability to work independently while collaborating effectively with national Development, local leadership and cross-functional teams.
- Proficiency with Salesforce or comparable fundraising CRM and disciplined pipeline management.
- Ability to travel within the region and support TGR Foundation mission, vision and core values.

TO APPLY:

Send an electronic cover letter and résumé to Jessie Beigel at jbeigel@tgrfoundation.org.

TGR Foundation is proud to be an Equal Opportunity Employer.

This job description is illustrative of duties typically performed by this job. It is not intended to be an exhaustive listing of each and every job responsibility. Because job content may change from time to time, TGR Foundation reserves the right to add and/or delete job responsibilities from this position at any time.