

Position Title : Fund Development Director

Organization : Buffalo Central Terminal

Salary: \$85,000 - \$95,000

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DEADLINE TO APPLY: 4/10/26

Fund Development Director

The Buffalo Central Terminal is one of the most iconic buildings in Buffalo and Western New York. Since 1929, this exemplar of Art Deco architecture has symbolized Buffalo's journey—from bustling passenger train station to a dormant structure cared for by dedicated volunteers, and now, a living landmark once again on the rise.

The Central Terminal Restoration Corporation (CTRC), the organizational engine behind this project, recently developed a community-driven Master Plan to reinvent and repurpose the Central Terminal.

With a compelling Master Plan, committed staff and board leadership, more than two decades of volunteer support, a partnership with a local/national development team, and \$61 million in initial funding, the Central Terminal project is at a critical inflection point.

The Opportunity

CTRC seeks a fundraising leader to grow the foundation that has been built and lead its fund development strategy at a pivotal moment in the organization's growth. In 2025, a feasibility study was completed, and it recommends that CTCRC devote two years to expanding the base of private support through individual, corporate, and foundation giving; communicating progress and stewarding current and potential donors; and amplifying partnerships with public entities and community members which will be key drivers of this position.

This role requires a strategic and results-driven fundraising professional with knowledge of philanthropic best practices and the ability to translate a complex, multi-phase Master Plan into compelling cases for support. This fundraising leader will cultivate a strong culture of philanthropy across the board, staff, volunteers, and partners, and will work closely with a lean, high-performing team to secure philanthropic support that accelerates the Central Terminal's reuse and regional impact.

The Fund Development Director works in partnership with the Executive Director to ensure the organization continues to build its resources through:

- Effective donor relationships (new and existing);
- Leveraging relationships with individuals, corporations, foundations, and government partners across the community;
- Developing and implementing a comprehensive development plan that grows contributed revenue;
- Managing day-to-day needs of development and the capital campaign; and
- Elevating the Central Terminal's brand awareness in the region and nationally.

Qualifications

Successful candidates should have the following qualifications.

- Bachelor's degree
- Three to five years' experience in major gift fundraising and capital campaigns
- Demonstrated experience building and managing relationships with diverse groups and audiences
- Demonstrated success in cultivating, soliciting, and securing major gifts from individuals, foundations, corporations, and government
- An understanding of and experience with donor databases and systems

Benefactor Group is pleased to be assisting Buffalo Central Terminal with this executive search. Applications will be reviewed as they are received. All applications are considered highly confidential. To be considered for this position, please submit a resume and cover letter at this link:

<https://bit.ly/BCT-FundDevDirectorApp>.

To learn more about Buffalo Central Terminal, please visit:

<https://buffalocentralterminal.org/>.

Please do not contact Buffalo Central Terminal staff or board with questions or interest in the role. All inquiries about the position should be directed to Benefactor Group.

Benefactor Group Recruitment Team

HR@benefactorgroup.com

<http://www.benefactorgroup.com>