

## **Job Posting: Director of Development (Philanthropic Giving) Santa Cruz Symphony Orchestra**

### **Summary**

The Santa Cruz Symphony seeks an out-going, strategically thinking, organized individual to foster relationships and secure funding to support the Symphony's mission and programs, including classical and pops concerts, recitals and youth and family concerts. This person will work collaboratively with the Executive Director, Marketing Director, Office Operations Director and the Board president and members. Report directly to the Executive Director.

### **Major Responsibilities:**

- Develop and implement a campaign for major gifts, sponsorships and donations
- Donor stewardship
- Writing funding proposals
- Increase planned giving
- Increase community engagement through local businesses, schools and civic organizations to increase community awareness
- Execute one to two special stewardship events annually

### **Qualifications**

- Work experience as a Development professional or similar role with 3 years experience preferred
- Excellent verbal and written communication skills
- Superior computer skills in a Windows environment
- Good organizational and time management skills to work independently and track projects
- Personable and responsive to needs of patrons
- Enthusiasm for the mission of the Santa Cruz Symphony
- Able to lift 40 lb, have vehicle and valid CDL

### **Compensation**

Range is \$80,000 - \$120,000 depending on experience. Includes medical benefits

### **Contact**

Send a cover letter stating your interest and your resume to Gary Reece, Santa Cruz Symphony Executive Director [executivedirector@santacruzsymphony.org](mailto:executivedirector@santacruzsymphony.org)

307 Church St., Santa Cruz CA 95060