



Director of Development

The Director of Development of the Louisiana Philharmonic Orchestra serves as a key member of the administrative leadership team, responsible for an Annual Fund of approximately \$2.5M, increasing to \$3M under the direction of an able fundraising leader. Reporting to the Associate Executive Director and working directly and extensively with the Executive Director and Board of Trustees, the ideal candidate will have a proven track record in not-for-profit annual fundraising with individuals, corporations, foundations, and government sources. Experience with endowment and capital campaigns, events, and planned giving will be a plus.

The Director of Development will be a principal representative and spokesperson for the LPO throughout the community and will excel at building and sustaining relationships based on appreciation and gratitude with donors and stakeholders. Some evening and weekend work is required.

Primary Accountabilities:

This individual must be an energetic, savvy fundraising professional able to succeed in a dynamic, fast-paced performing arts institution. S/he will be a compelling communicator and passionate enthusiast for symphonic music, with a proven success in closing gifts and stewarding donor relationships over multiple years. Must be a flexible team player and able to collaborate across departments to achieve goals.

Responsibilities:

- Implement, and oversee a multi-year strategic fundraising action plan that meets or exceeds established financial targets for all areas of giving including individual, corporate/sponsorship, foundation, and government; and special major gift initiatives
- Secure new and upgrade existing donor commitments to the annual fund, including multi-year and planned gifts; develop solicitation plans for major prospects
- Engage with the LPO volunteers, board of directors and advocacy council members, both on their individual giving and their fundraising portfolios; serve as liaison to development committee
- Establish and nourish relationships with all existing and potential LPO sponsors and donors; deploy strategies to increase donor engagement and participation; continue development of donor plans and records management; build a culture of philanthropy that prioritizes stewardship and gratitude.
- Set revenue and expense targets for fundraising activities; set and manage departmental budget; analyze and evaluate effectiveness of all fundraising programs and campaigns

The LPO encourages candidates from diverse backgrounds underrepresented in the orchestra management and nonprofit fundraising fields to apply. LPO provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, gender identity, marital status, genetic information, or any other protected classification.



- Create and manage corporate sponsorship program, including revenue goal-setting through prospect research and contact management; develop corporate sponsorship benefits packages and partnership opportunities; cultivate relationships and grow existing partnerships; track and report progress through comprehensive sponsorship reporting
- Oversee planning for donor events and receptions; attend LPO events/activities
- Serve as a visible and engaged public representative of the LPO.
- Collaborate with marketing & PR to ensure consistent organization messaging and timelines.

Desired Qualifications:

- Experience raising \$3m/yr in an orchestra or non-profit arts setting OR sales experience with an organization that generated at least \$3m/year.
- Ability to build a process that engages and motivates constituents to act.
- Demonstrated success in managing complex workflows and accomplishing multiple priorities simultaneously.
- Track record for building a staff and developing its members.

Position Requirements:

Bachelor's degree and/or at least six to eight years of demonstrated successful fundraising experience is required. Excellent verbal and written communication skills are a must.

Master's degree, CFRE, staff leadership experience and experience with an arts organization are all pluses.

Applications:

Please submit a cover letter that describes your interest and qualifications for the position. Send with a résumé and the names of three professional references.

All applications will be treated as confidential. References will not be contacted without applicant's knowledge. Electronic submissions are preferred. (MS Word or Adobe Acrobat attachments only, please.)

Email: employment@lpomusic.com **Subject Line:** Director of Development Search For priority consideration, please submit application materials by June 30, 2021.

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