Overview:
The Wisconsin Chamber Orchestra (WCO) seeks a full-time Director of Development to join our dynamic team to lead the orchestra in successfully executing a visionary and strategic $1.5MM philanthropic plan to sustain and grow our 60-year-old Wisconsin-based professional orchestra.

The Director of Development is a member of the WCO leadership team. Reporting to the CEO, Joe Loehnis, one of the Director of Development’s main goals will be to promote and build a culture of philanthropy for the WCO. The position will oversee the Development Manager and Development Committee, and work closely with the board, event volunteers, and box office staff. The position is full-time salaried exempt with competitive benefits.

Through this leadership hire, it is anticipated the WCO will reach new and aspiring levels of stewardship and philanthropic success organization-wide, engaging current stakeholders at the highest levels and attracting new donors, building a vibrant network of major gift donors. This will include developing strategies to further engage high-level constituents, including corporate partners, individual and institutional donors.

Working closely with the marketing and box office team in stewardship and engagement, the Director of Development will ensure that the team will maximize the lifetime value of all patrons, both earned and contributed revenues.

The Director of Development builds the orchestra’s capacity through oversight of all fundraising activities, including major gifts (Cornerstone Society), corporate sponsorships, campaigns, planned giving (Bravo League), membership program (Friends of the WCO), events, and grant writing. In this capacity, the Director of Development works closely with the CEO and the Board of Directors to determine goals and budgets for all fundraising activities. A strategic focus on engagement, solicitation, and stewardship of all new and existing donors is essential.

The Director of Development position requires deep knowledge and understanding of relationship building and interpersonal skills, up to date knowledge of fundraising best practices, sound data management experience, and exceptional time and project management skills to lead the orchestra’s fundraising goals.

Preferred Candidate:
- At least 5 years of leadership experience in Development positions
- Proven track record in meeting budgeted fundraising goals
- CFRE Industry credential preferred
- Success in developing and maintaining production relationships with board members and donors
- Experience with major gifts, endowment building, and major corporate support
- Experience in designing and implementing annual fund campaigns
- Ability to work independently, take initiative, and be a part of a vibrant team
- Excellent written and verbal communication and presentation skills
- Knowledge and use of the Tessitura constituent CRM database tool a plus
- Knowledge of the arts and/or classical music is a plus
- Bachelor’s degree required, Master’s degree preferred
Position Responsibilities:

**ESSENTIAL FUNCTIONS AND RESPONSIBILITIES:**

The following are the primary/essential functions of the position, although are not all-inclusive.

- Create, implement, and manage all fundraising activities including major gifts, corporate sponsorships, campaigns, planned giving, membership program, events, and grant writing
- Manage all strategies and activities for donor relations including cultivation, solicitation, and retention to drive the growth in individual and corporate major gifts
- Maintain contact with and develops grant proposal for foundations and corporations
- Develop and oversees all campaigns, including year-end, summer, membership, and planned giving
- Collaborate with CEO and marketing department to coordinate all engagement activities with patrons and donors
- Provide regular reports to the Board of Directors using a detailed dashboard to show metrics
- Manage the Tessitura database and oversee all donor gift acknowledgements and record keeping
- Works closely with the marketing department on all public relations and WCO publications for proper donor acknowledgements
- Oversee end to end gift acknowledgement administration and accounting

About the Wisconsin Chamber Orchestra:

Founded in 1960, the Wisconsin Chamber Orchestra (WCO) is one of the elite chamber ensembles in the United States and is dedicated to advancing Wisconsin communities through the transformative power of music. Under the direction of Maestro Andrew Sewell, the WCO leverages the unique characteristics of chamber music to bring a wide variety of repertoire to audiences in settings that range from the formality of the concert hall to the intimacy of smaller community venues and the open accessibility of parks and other public spaces. Through collaborations with regional performing arts groups and touring performances, the WCO extends its artistic programming to broader audiences and communities across Dane, Columbia, Jefferson, Waukesha, and Sauk counties.

The WCO is nationally known for its summer series *Concerts on the Square®,* drawing over 200,000 patrons annually to downtown Madison. Via its annual education programs including the Family Series, Young Artist Concerto Competition, and Super Strings program, the WCO provides artistic development opportunities for young musicians.

To learn more about the Wisconsin Chamber Orchestra visit [wcoconcerts.org](http://wcoconcerts.org)

Review of applications will begin on October 19th, 2020 and continue until a suitable candidate has been identified.

To apply, please provide a resume, at least three references, and a letter of application detailing why you are qualified for this job to Joe Loehnis, CEO at joeloehnis@wcoconcerts.org