



Wisconsin Chamber Orchestra
Director of Development | Opportunity Profile | May 25, 2022

SUMMARY

The Wisconsin Chamber Orchestra (WCO), a 62-year-old nonprofit arts organization in Madison, WI, seeks a full-time Director of Development to oversee a robust \$1.5MM+ philanthropic plan while building a visionary major giving program that supports the WCO's concerts and youth education programs that impact 200,000+ community members annually.

Reporting to the Chief Executive Officer, the Director of Development will have the opportunity to build a strong major giving program that will grow major gifts (Cornerstone Society) and planned gifts (Bravo League) to expand the base of support that drives the WCO's community impact. While developing a culture of philanthropy through our major giving programs, the Director of Development will also manage the Development Manager and Relationship Manager to oversee the WCO's other development initiatives and execution. The Chief Executive Officer will work closely with the Director of Development to establish annual fundraising goals and work plans as well as steward the WCO's highest-value supporters.

This role will require someone who is passionate about the arts and is able to articulate the WCO's value to the community. The Director of Development will not only be an excellent relationship builder and communicator, but also a strong project manager and leader. This position will require an entrepreneur who is ready to roll up their sleeves and build a strong development program from a solid base of supporters and programs. Concert and event attendance on nights and weekends is required.

This is a full-time salaried exempt position with a full benefits package available. The Wisconsin Chamber Orchestra is an equal employment opportunity (EEO) agency; all are encouraged to apply.

WHO YOU ARE:

- 5+ years of leadership experience in progressively responsible nonprofit Development roles
- A passion for and experience working in the arts preferred but not required
- CFRE Industry credential preferred
- Experience with and success in managing a portfolio of donor relationships valued over \$10,000 annually
- Experience in designing and implementing successful major giving programs
- Strong interpersonal skills and genuine passion for meeting people and building relationships
- Proven track record in meeting budgeted fundraising goals
- Experience in event management and communication
- Ability to manage a team and inspire collaboration and action toward a common goal
- Proficiency in using CRM database, experience with Tessitura preferred but not required



BENEFITS

- Full-time salaried exempt position
- Salary range: \$75,000-85,000
- Full health and dental benefits
- Paid holidays, vacation, sick time
- Flexible working environment
- Parking and laptop for office use

POSITION RESPONSIBILITIES

Fundraising Leadership

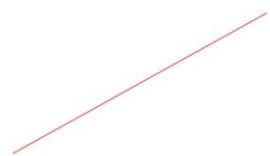
- Develop and manage the annual fundraising strategy, budget, and work plans for all fundraising activities, including major gifts (Cornerstone Society and Bravo League), monthly membership program (Friends of the WCO), sponsorships, annual fund, direct appeals, grants, and fundraising events.
- Develop strategies to drive cultivation and retention of WCO donors and major gifts.
- Work closely with CEO and Marketing department to coordinate all communication activities, including campaign planning and calendaring, direct appeals and impact reporting (Annual Reports and newsletters), collateral for mailings and events, PR, and creating a consistent donor-facing voice/personality throughout all channels.

Major Giving Programs

- Build and drive the growth of the WCO's major giving programs: Cornerstone Society (\$1,000+ donors) and Bravo League (planned gifts). Create business plans and strategies to grow existing donors through the programs as well as build a pipeline of emerging Cornerstone Society and Bravo League members.
- Work closely with the Board of Directors and CEO to build relationships with donors.

Management & Administration

- Manage, lead, and develop annual work plans for both the Development Manager (Friends of the WCO membership program, grants, direct appeals, fundraising events, database management) and Relationship Manager (sponsorships, table reservations).
- Oversee Tessitura database and ensure all donor gift acknowledgments and record-keeping of relationship meetings and contacts are managed accurately and in a timely fashion.
- Serve as liaison to the board for all fundraising activity reporting.





ABOUT THE WISCONSIN CHAMBER ORCHESTRA

No other arts organization in Wisconsin performs free for more people each year. Today, Maestro Andrew Sewell and the musicians of the Wisconsin Chamber Orchestra bring world-class music to more than 250,000 music lovers annually. Founded in 1960, the WCO is one of Madison's gems, a national-caliber chamber orchestra behind the now four-decade summer tradition of Concerts on the Square.

The WCO also presents the classical Masterworks Series at the Overture Center, the annually sold-out Messiah, and education concerts for families and children. In 2021, the WCO launched its first Composer in Residence program, bringing in acclaimed composer, author, musician, and professor Dr. Bill Banfield to write major works while in residence. While headquartered in Madison, the orchestra plays around the state.

To learn more about the Wisconsin Chamber Orchestra visit www.wcoconcerts.org.

TO APPLY

Submit a cover letter, resume, and references to Joe Loehnis, CEO. joeloehnis@wcoconcerts.org. For best consideration, apply by July 1st, 2022. We will accept applications until the position is filled.

