

Director of Development for Saratoga Children's Theatre (SCT)

Responsibilities include developing and implementing the development strategy for SCT. Reporting to the Executive Director, the Development Director will be responsible for achieving the fundraising goals and engaging sponsors in ongoing service activities. This includes leveraging key relationships and contacts within and outside of the Saratoga Springs network to ensure meeting revenue goals.

Responsibilities:

- Create and implement annual development plan and strategy
- Lead and manage the site's overall development efforts to raise an annual budget
- Train and lead other staff to support fundraising and marketing efforts
- Cultivate and nurture relationships with current and potential corporate & foundation sponsors, and individual donors
- Manage SCT's major fundraising programs, which includes identifying and securing Team Sponsors, and engaging them in ongoing service opportunities
- Write grant proposals and reports to corporate, foundation, and government funders
- Develop and grow our individual donor base; manage annual giving campaign; cultivate major gifts
- Develop and implement comprehensive marketing and public relations strategy
- Develop and manage SCT Board fundraising capacity
- Work in partnership with the SCT network to develop multi-site, regional and national sponsors.

Education:

Bachelor's degree and/or equivalent prior experience. Strong annual report, newsletter and grant writing skills.

Qualifications:

- 5-10 years of direct sales or business development experience with a non-profit; emphasis on corporate sponsorships is a plus
- Proven track record of achieving revenue targets and/or a quota of over 1M annually.
- Proven management and leadership capabilities
- Experience working with Senior Level executives in a corporate environment
- High energy, positive, "can-do" attitude, flexibility, teamwork, and attention to detail; high degree of initiative.
- Strong verbal communications skills and demonstrated ability to write clearly and persuasively
- Demonstrated ability to think strategically and thorough understanding of strategic development
- Demonstrated ability to prospect, cultivate, and manage new accounts
- Strong partnership-building and event planning skills
- Thorough understanding of all components of a diverse funding base
- Good computer skills and knowledge of data base programs.

Compensation: Base salary and commission.