



*Founded in 1977, Childsplay's mission is "To create theatre so strikingly original in form, content or both, that it instills in young people an enduring awe, love, and respect for the medium, thus preserving imagination and wonder, those hallmarks of childhood, that are the keys to the future."*

## **Director of Development**

### **Overview**

Childsplay, an internationally acclaimed ensemble-based professional theatre for young audiences located in Tempe, Arizona (Greater Phoenix) seeks a proactive, creative individual to lead our Development Team. The Director of Development is responsible for all fundraising activities, including individual, corporate, foundation and government giving, capital, planned giving, and fundraising events and who works with the Managing Director, Artistic Director, the Board's Major Donor Committee, the Annual Gala Committee and the Board of Trustees.

### **Responsibilities**

- Develop, plan, and implement annual and long-range strategies to ensure Childsplay achieves its fundraising goals;
- Represent Childsplay by cultivating and deepening relationships throughout Greater Phoenix, State of Arizona and the national philanthropic community;
- Supervise a staff of 2 to 3 development specialists.
- Identify, cultivate and strategize solicitations of major gift prospects; maintain and manage a professional portfolio of high-level prospects including individuals and institutions
- Collaborate with marketing and communications colleagues to develop and implement strategies and materials to ensure that communications reflect and amplify Childsplay's fundraising brands and effectively engage current and prospective donors;
- Oversee development events including the annual Gala, opening performance gatherings, Donor Society events, donor recognition, stewardship, & solicitation events.
- Identify & recruit volunteers, including Trustees, to support development goals & events.
- Support the Board of Trustees and Managing Director in the identification, cultivation and recruitment of new Board Members and assist in Board orientation and fundraising training.

### **Qualifications**

The ideal candidate will possess:

- A passion for the arts, education, and Childsplay's mission with the ability to advocate for arts and youth in our community
- At least three years in a progressively advancing fundraising position, preferably in an arts organization but not required;

- Superior communication and interpersonal skills; effectiveness in written and oral presentation.
- A great motivator to encourage support from the community and the Board.
- Excellent quantitative skills and a commitment to use analytical tools to make sound data driven decisions.
- A strong commitment to fundraising ethics.
- Strong understanding of computer (Microsoft Office) and constituent software (Patron Manager).
- Extensive related experience in the development field is preferred.
- The ability to attend off site meetings and events through independent transportation means during the day and in the evening. A valid driver's license is preferred but not required.
- As the Childsplay company interacts with children on and off site, an independent background check is required.

You'll be a great fit if:

- You have a passion and enthusiasm for theatre, arts, education, and young people
- You are a critical thinker with an ability to problem solve
- You thrive in collaborative environments
- You are comfortable with multi-tasking
- You stay calm under pressure
- You are self-directed and eager to grow.
- You are enthusiastic about being part of a learning organization

This is a full-time exempt position. Salary is \$50,000+ DOE and is consistent with salaries of a mid-sized arts organization with a \$3 million annual budget and includes a benefits package. The company offers multiple ongoing meaningful opportunities for professional development and learning for all employees. This position generally works 9 am to 5 pm Monday through Friday, however, many times, weekend and evening events and programs will require the Development Director's oversight/supervision and presence.

No phone calls please, we will contact candidates whose skill sets, education, and experience meets the requirements for the job. Childsplay is an equal opportunity employer committed to nondiscrimination hiring practices that support underrepresented arts professionals. We encourage candidates from a diversity of races, creeds, ethnicities, genders, sexual orientations, abilities and religious affiliations to apply.

Applicants will submit a cover letter, resume, and 2-3 professional references via email with the subject line *Director of Development* to Steve Martin, Managing Director at [smartin@childsplayaz.org](mailto:smartin@childsplayaz.org). Please be aware, as the hiring process progresses, qualified applicants will be required to submit a writing sample. We intend to begin interviews the first week of May and will continue until the position is filled. Please submit applications prior to May 14, 2021 to guarantee consideration for the job.

Visit our website at [www.childsplayaz.org](http://www.childsplayaz.org) for additional information about the company, our programs, and our work in the community.

*Childsplay, Inc. is an equal opportunity employer, and will not discriminate against any employee or applicant on the basis of age, race, color, religion, national origin, physical or mental disability, sexual orientation, or marital status.*