Patron Engagement Director - Corporate and Major Giving

The Patron Engagement Director - Corporate and Major Giving is responsible for generating contributed revenue for the MSO from corporations and major gift prospects. The PE Director is a lead for sponsorships and other corporate giving campaigns, and manages the portfolio of major gift prospects.

Reports to: VP of Patron Engagement

Skills Required:  
direct sales / solicitation experience, general fundraising process, public speaking, strong grammar and writing, strong organizational skills, self-motivated

Major Responsibilities:

- Design and implement the corporate giving plan (sponsorships and other corporate giving) in consultation with VP of Patron Engagement
- Outline a corporate giving strategy to grow corporate support from $200K to $400K+ by FY2025
- Maintain corporate giving collateral that connects MSO opportunities with different corporate giving priorities
- Create and oversee a customized major giving cultivation, solicitation, and stewardship plan for top MSO donors to coordinate actions of MSO staff and board leadership
- Work closely with MSO CEO and VP of Patron Engagement to provide strategic guidance and planning of development strategy
- Provide regular status and action reports for campaigns
- Development support as needed to VP of Patron Engagement
- Development support at performances, attend concerts

Qualifications:

- Minimum of five years of direct fundraising experience.
- Track record of successfully meeting or exceeding annual fundraising revenue targets
- Experience growing and expanding an existing fundraising program and taking it to the next level.
- Experience developing donor engagement and cultivation programs.
- Commitment to joining a collaborative management and working environment and evidence of ability to inspire and motivate a fundraising team with a compelling vision.
- Excellent problem-solving skills.
- Strong writing and editing skills, and close attention to detail while keeping an eye on the big picture.
- Experience in budget management and financial reporting.
- Proficiency with Microsoft Office / Google Suite, and donor database software, Salesforce (Patron manager)
- College degree and/or advanced degree is required.
- Must be able to work evenings and weekends (concerts/special events).
**Time Distribution:**
50% Corporate Giving Campaigns  
30% Major Giving Prospect Management  
10% Concerts and Events  
10% Staff and general support as needed

**Areas for Quantitative Measurement:**
- Annual Corporate Giving Goals  
- Monthly Prospect Meetings (including booked for CEO and VP of Patron Engagement)  
- New Corporate Sponsor Goals  
- Delivery and execution of annual Corporate Giving and Major Giving Plans

**Goals:**
- Exceed Revenue Goals  
- On-time execution of Corporate and Major Giving Plans  
- As determined by staff and supervisor

**Compensation and Benefits:** Compensation is competitive and commensurate with experience. Base Salary is $70,000 per year. Employment benefits include: health insurance and paid vacation, paid holidays and sick time. Paid parking.

**Application procedure:** Send cover letter, references, and resume outlining demonstrable accomplishments to: brandon.knisley@memphissymphony.org