

The Director of Development will work on a range of programmatic and fundraising initiatives to support TA's efforts to raise \$2.5M annually and prepare for a possible \$25-35 million capital campaign. The position requires six months of the year to be spent working in Aspen. The remainder of the year can be remote.

He/she/they will co-create effective development and creative strategies to achieve these goals. This individual will be responsible for upholding the integrity of the organization's brand and development of the organizational "story" in order to attract major donors. The position requires significant relationship cultivation, solicitation, and stewardship, as well as oversight of all fundraising initiatives and strategy for events. He/she/they will work closely with the Producing Director to design, finance, and implement ambitious programs that support the mission of Theatre Aspen and allow the organization to achieve its goals in artistic excellence, community engagement, and financial stability.

WHAT YOU'LL DO

- Develop annual and long-range strategies to ensure top-line growth in all individual giving areas as well as efficient application of funds (with Producing Director and staff)
- Create, monitor, and evaluate strategic outcomes and pivot accordingly • Identify, cultivate, and solicit major gifts from individuals in close collaboration with the Producing Director and Board of Trustees
- Elevate the continuity and development of the organization's brand in order to attract major donors (in close collaboration with the Marketing and Events Manager)
- Ensure the accurate and timely acknowledgement of gifts from individual and institutional funders; track all communication with funders (in collaboration with Development Strategist)
- Contribute to the planning and design of special events for Theatre Aspen including the annual Winter Gala, Summer Splash, and private parties (in close collaboration with the staff, the Special Event Committee Chair, Board of Trustees, and event hosts)
- Oversee the research and solicitation of institutional funders to grow revenue for Theatre Aspen programs (in collaboration with Development Strategist)
- Lead the search for, and successfully onboard a Development Manager as a direct report

WHAT YOU'LL NEED

The successful candidate will have 5-10 years' experience in development, fundraising, and management; exhibit a high capacity for interpersonal relations; have excellent verbal and written communication skills; and possess an ability to handle high-pressure situations with diplomacy and tact. He/she/they must also possess:

- Knowledge of theatre; able to speak and write persuasively about the value and importance of the arts, arts access, outreach, and the programs of Theatre Aspen
- Demonstrated ability and success raising funds from individuals
- Ability to create and implement fundraising campaigns and special events • An innovative spirit and capability to develop strategies for revenue growth; the ability to communicate and execute those strategies to achieve measurable outcomes
- Demonstrated ability to effectively plan, implement, and manage at both strategic and operational levels

- Exceptional interpersonal skills
- Ability to work cooperatively with a diverse constituency and foster an environment of respect and civility
- Strong and effective communication skills
- Ability to strategize, articulate objectives, set priorities, and delegate responsibilities
- Ability to work cross-functionally and effectively manage multiple duties and expectations while motivating, supporting, and collaborating with the Board, staff, patrons, artists, and the broader community
- Experience with Patron Manager or similar patron management database
- Ability and willingness to perform administrative work to ensure the effective and efficient operation of Theatre Aspen
- Ability and willingness to attend select evening and weekend performances and special events

This is a full-time position; candidate must be prepared to spend a portion of year in Aspen. Competitive salary commensurate with experience.

Theatre Aspen is an equal opportunity employer. All applicants will be considered for employment without regard to race, ethnicity, religion, sex, sexual orientation, gender identity, national origin, veteran, or disability status.

Job Type: Full-time

Pay: \$75,000.00 - \$85,000.00 per year plus extensive benefits.