

Director of Development

Overview

Koresh Dance Company seeks an experienced Director of Development to provide leadership, strategic direction, management and coordination of all fundraising efforts. The Director will create fundraising strategies that increase the organization's support from individuals, corporations, foundations, and other sources. The Director of Development plays a key role in identifying, cultivating, and soliciting major donors for annual gifts. The Director will work in close collaboration with the Executive Director and Board Members to achieve the fundraising goals of the organization. Responsibilities include, but are not limited to, developing and implementing a fundraising plan, writing and tracking grant proposals, maintaining and enhancing the annual donor program, establishing and maintaining strong donor relations, researching and identifying new funding opportunities (corporate, foundation and individual), developing and maintaining close working relationships with the philanthropic community, individual and corporate donors, sponsors, board members and volunteers, assisting with marketing activities, and writing press releases.

The ideal candidate will have the following experience and qualifications:

- At least five to seven years of proven experience in managing and building an effective fundraising program
- Demonstrated experience in managing people and budgets; ability to work in a hands-on environment
- Ability to effectively gain the respect and support of various constituencies, including board and staff members, donors and foundation and civic leaders
- A successful track record of personally identifying, cultivating and soliciting individual donors, corporations and foundations
- A record of measurable results in organizing and implementing activities including major gifts, annual gifts, corporate and foundation giving, direct mail and special events
- Ideal candidate will be self-directed, flexible, a team player and a strategic thinker
- Must have excellent verbal and written communication skills, as well as editing skills; ability to work independently
- Must have knowledge of the arts and dance community within the city of Philadelphia and nationally; passion for dance preferred
- Bachelor's degree required

To Apply

Please submit resume, cover letter which includes your personal qualifications, and two writing samples. **Submissions will only be accepted by email** to Alon Koresh, Executive Director alon@koreshdance.org. Please write Director of Development Position in the subject line. A competitive salary and benefits package is available. To learn more about Koresh Dance Company, please visit our website at www.koreshdance.org