



Position Description

Director of Donor Relations

Reports to: Chief Development and Marketing Officer

Status: Full Time

Application Deadline: Open Until Filled

ATC Office Headquarters: Tucson /Phoenix

About ATC:

Arizona Theatre Company is the Official State Theatre of Arizona and a member of the respected League of Resident Theatres (LORT). Productions take place in both Tucson (at the historic Temple of Music and Art) and Phoenix (at The Herberger Theater Center). ATC maintains offices in both cities.

About the Director of Donor Relations Roles and Responsibilities:

There's just no better feeling.

The gift you secured is ready to help ATC continue to produce world-class theatre for the State of Arizona and beyond. Each season, hundreds of current and potential mid and major ATC donors consider whether to support the theatre. As the Director of Donor Relations, your work will determine their answer. You must inspire them to say, "Yes!" But before you click "apply," I should warn you... theatre is highly addictive. ATC's performances are outstanding, and the donors you will meet are the best in the state. If you passionately believe in the power of great art, have a strategic vision for focused fundraising, and relish in building meaningful, authentic relationships with donors, then we have a job for you!

The Director of Donor Relations plays a key role on ATC's Development Team, which is responsible for raising \$3 million annually in contributed funds. Under the supervision of The Chief Development and Marketing Officer, we are seeking a talented, experienced development professional who can bring enthusiasm, authenticity, and attention to detail, all in one package. This is an opportunity to boost our Giving Circles membership and create a robust mid-level giving program for the organization while learning and growing in the field of philanthropy.

Director of Donor Relations Core Work:

- Acquire and retain all mid to major gifts to ATC.
- Expand and improve our current mid-level giving plan and Giving Circles program.
- Grow the number of mid to major level donors supporting ATC and increase their gifts.
- Work closely with the Chief Development and Marketing Officer and the entire Development team to meet your goals.

Required Knowledge, Skills and Abilities:

- Excellent organizational, interpersonal, and networking skills with large groups as well as with individuals.

- Excellent written and verbal communication skills.
- Ability to maintain a high level of poise and professionalism in all circumstances, while working in a fast-paced setting.
- Demonstrated ability to take primary responsibility for diverse number of projects and complete them in a timely manner with limited supervision.
- Ability to work collaboratively in a team setting.
- Ability to work evenings and weekends as required.
- Fundraising in the non-profit arena a plus.
- Passionate about people and connecting with them.
- Proficiency with Microsoft Office 365 software a plus.
- Knowledge of Salesforce/Patron Manager donor management software a plus.

To apply: Please send a resume and cover letter to development@arizonatheatre.org attn: Paula Taylor, with Director of Donor Relations in the Subject Line.