

POSITION:

Senior Director of Development

ORGANIZATION:

The Public Theater

ABOUT THE ORGANIZATION:

The Public Theater is a theater of, by, and for all people. Artist-driven, radically inclusive, and fundamentally democratic, The Public continues the work of its visionary founder Joe Papp as a civic institution that engages, both on-stage and off, with some of the most important ideas and social issues of today. Conceived over 60 years ago as one of the nation's first nonprofit theaters and today considered the national and international leader in its field, The Public has long operated on the principles that theater is an essential cultural force and that art and culture belong to everyone. Under the leadership of Artistic Director Oskar Eustis and Executive Director Patrick Willingham, The Public's wide breadth of programming includes an annual season of new work at its landmark home at Astor Place, Free Shakespeare in the Park at the Delacorte Theater in Central Park, The Mobile Unit touring throughout New York City's five boroughs, Public Forum, Under the Radar, Public Studio, Public Works, Public Shakespeare Initiative, and Joe's Pub. Since premiering HAIR in 1967, The Public continues to create the canon of American theater and is currently represented on Broadway by the Tony Award-winning musical Hamilton by Lin-Manuel Miranda. Their programs and productions can also be seen regionally across the country and around the world. The Public has received 59 Tony Awards, 169 Obie Awards, 53 Drama Desk Awards, 54 Lortel Awards, 32 Outer Critic Circle Awards, 13 New York Drama Desk Awards, and 6 Pulitzer Prizes. Its current annual budget is over \$50 million, with \$30 million from contributed revenue.

Learn more about The Public Theater at <https://www.publictheater.org>

ABOUT THE POSITION:

A new senior-level position created specifically to increase high-end individual giving, the Senior Director of Development will strengthen and expand The Public Theater's fundraising strategy and function to maximize the organization's revenue and impact. Responsible for overseeing and growing the major and leadership gifts program, expanding the institution's donor base of \$25,000 and up, and growing its overall budget, the Senior Director will play a critical role in ensuring that The Public is able to advance its work on the local, national, and international levels.

As a cultural institution, The Public is dedicated to upholding principles of diversity, equity, and inclusion. Our mission is to ensure access to quality theater for all. The ideal candidate must be willing to investigate how those principles apply in the context of fundraising, appealing to not only cultural funders, but also those donors committed to driving social change.

Reporting to the Chief Advancement Officer, the Senior Director of Development will lead a team of four direct reports and an overall team of 32. This is an exciting, entrepreneurial

opportunity for a strategic and collaborative leader to lead and grow a topnotch development function and make a significant and lasting impact.

In partnership with the Chief Advancement Officer and the Director of Development, the Senior Director of Development will develop growth strategies for the department, identify opportunities for increased revenue, and manage the resources needed to achieve maximum results.

Key Responsibilities:

Fundraising and External Relationship Management

- Grow, refine, and implement a robust major and leadership gifts program and infrastructure with an eye on best practices, internal prospect management, and external / new donor recruitment.
- Lead a high-performing team of fundraising professionals providing direction, mentorship and support in the areas of cultivation, solicitation, and relationship management, as well as expanding the donor base while maintaining and growing relationships with existing funders
- Steward and solicit a select portfolio of new and existing high-capacity donors, serving as the key point of contacts for a high-potential set of prospects and funders
- Identify, develop, and cultivate major gifts prospects – both individual and institutional -- and develop and execute closing and stewardship strategies, in service of The Public Theater's current fundraising goal of \$30 million, with a goal to grow to \$50 million in the next five years as part of its comprehensive strategic plan
- Ensure proper departmental tracking of major donors, including individual and team goals and projections, moves management, and progress to goal.
- Oversee the staff management of key major donor councils, including a national advisory board of former trustees and key supporters outside NYC as well as other affiliate groups targeting donors of \$25,000 or more.
- Create and manage a departmental annual calendar of high-end donor communications, including online and print information sharing and updates targeting The Public's most generous supporters and prospects
- Assist in building and training a fundraising board, including help in overseeing the Board's Development Committee
- In partnership with the Chief Advancement Officer, support the Public's largest ever capital campaign for the expansion of The Public's workspace and renovation of the Delacorte Theater in Central Park

Strategic Leadership

- Actively work with the fundraising team to refine and implement a short- and long-term comprehensive development strategy, with an emphasis on designing and implementing a robust major gifts program, while growing and enhancing every aspect of the development team's work to meet and grow its annual funding goals in support of the organizational mission of quality, accessible theater for all.

- Assist with recruiting and maintaining a diverse team of top fundraising talent
- Coach, mentor and manage the Director of Development, supporting the execution of a comprehensive fundraising strategy and the Director of Development's day-to-day management of the department and annual goal setting
- In partnership with the Director of Development, support organization-wide strategic planning, information sharing, and communications across departments
- Collaborate with marketing to articulate and widely broadcast The Public Theater's mission and vision to both current and prospective donor communities in a way that represents the organization's distinctive commitment to making a positive social impact beyond the shows and ticket sales

CANDIDATE REQUIREMENTS:

The ideal candidate will possess the following qualifications:

- 10+ years of relevant work experience in fundraising; with experience leading a high performing major or leadership gifts program
- Proven track record of identifying, cultivating, and soliciting significant individual and institutional donors, having closed gifts in the high six- to seven-figure range, with deep knowledge of fundraising programs and high-level gift strategies
- Ability to work both independently without close oversight, but also a team player who will productively engage with others at varying levels of seniority within and outside The Public
- Excellent interpersonal skills and high emotional intelligence with donors, direct-reports, and colleagues with an ability to develop and maintain long-term, productive relationships internally and externally
- Experience in shifting between strategy and execution while handling a high volume of projects and deadlines
- Demonstrate the capacity to thrive in a fast-paced, entrepreneurial organization, working with both artistic and administrative teams that have competing priorities and unpredictable schedules and agendas
- Collaborative, passionate, "all hands on deck" orientation, and a commitment to partnering with others to achieve results
- Understanding of philanthropic donor environments and best practices in the nonprofit space in major urban markets
- Knowledge of New York City philanthropy and its key players
- Appreciation for the role of arts and culture in a free, diverse society

LOCATION: New York, NY

COMPENSATION AND BENEFITS:

Salary and benefits will be competitive and commensurate with experience.

QUALIFIED INDIVIDUALS, PLEASE APPLY:

<https://www.on-ramps.com/jobs/1634>

The Public is committed to creating a diverse and inclusive environment and is proud to be an equal opportunity employer. Applicants from populations underrepresented in the theater field are

strongly encouraged to apply. All qualified applications will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, familial status, sexual orientation, national origin, ability, age, or veteran status.