

Capital Campaign Fundraiser

Saltwater Performing Arts is a Non-Profit Organization seeking a passionate and experienced Capital Campaign Fundraiser to join our team. This individual will play a crucial role in spearheading fundraising efforts for our capital building campaign, aimed at enhancing our facilities to better serve our community and support our mission of providing exceptional performing arts experiences.

Responsibilities:

1. Develop and implement a comprehensive fundraising strategy for the capital building campaign and program sponsorships including identifying potential donors, cultivating relationships, and soliciting major gifts.
2. Collaborate with the Executive Director and Board of Directors to set fundraising goals and objectives for the campaign.
3. Conduct prospect research to identify individuals, corporations, and foundations with the capacity to make significant contributions to the campaign.
4. Cultivate and steward relationships with existing donors, ensuring ongoing engagement and support for the organization's mission and projects.
5. Plan and execute fundraising events and activities to generate awareness and support for the capital campaign.
6. Prepare compelling fundraising materials, including proposals, case statements, and presentations, to effectively communicate the impact and importance of the capital project.
7. Work closely with the marketing and communications team to develop messaging and promotional materials for the campaign.
8. Provide regular updates and reports on fundraising progress to the Executive Director and Board of Directors.
9. Collaborate with other staff members and volunteers to leverage their support and resources for fundraising efforts.
10. Maintain accurate records of donor interactions and contributions using the organization's donor management system.

Qualifications:

1. Bachelor's degree in nonprofit management, business administration, communications, or related field.
2. Minimum of 3 years of experience in fundraising, preferably in a nonprofit or arts organization setting.
3. Proven track record of success in soliciting major gifts and meeting fundraising goals.
4. Strong interpersonal skills and the ability to build and maintain relationships with a diverse range of individuals and organizations.
5. Excellent written and verbal communication skills, with the ability to articulate a compelling case for support.
6. Highly organized and detail-oriented, with the ability to manage multiple projects and deadlines effectively.
7. Knowledge of fundraising best practices, ethical standards, and legal regulations.
8. Proficiency in donor management software and Microsoft Office Suite.
9. Passion for the performing arts and a commitment to advancing access to arts education and programming in the community.
10. Flexibility to work evenings and weekends as needed for events and donor meetings.

Benefits Package:

1. **Commission-Based Sales:** In addition to a base salary, receive commission incentives based on achieving fundraising goals, offering you the opportunity to directly impact your earnings while contributing to the success of the capital campaign.
2. **Flexible Schedule:** Benefit from a flexible work schedule, allowing you to maintain a healthy work-life balance while accommodating evening and weekend events as needed for donor meetings and fundraising activities.
3. **Performance Tickets:** Enjoy complimentary tickets to Saltwater Performing Arts' captivating productions, providing you with opportunities to experience the magic of live performances and immerse yourself in the arts.
4. **Community Impact:** Make a meaningful difference in the community by supporting Saltwater Performing Arts' mission to provide exceptional performing arts experiences and expand access to arts education and programming for people of all ages and backgrounds.
5. **Collaborative Environment:** Join a collaborative and supportive team environment, where your contributions are valued, and your ideas are encouraged, fostering a culture of creativity, innovation, and excellence.
6. **Recognition and Appreciation:** Receive recognition and appreciation for your hard work and dedication through regular acknowledgments, incentives, and opportunities for advancement within the organization.
7. **Passionate Purpose:** Find fulfillment in knowing that your work directly contributes to the success of the capital campaign, enabling Saltwater Performing Arts to enhance its facilities, expand its impact, and create lasting memories for audiences for years to come.

Join us in making a lasting impact on Saltwater Performing Arts and the communities we serve by leading our capital building campaign fundraising efforts. Apply now to be part of our dynamic team and help us create a brighter future for the performing arts!