The Los Angeles Philharmonic Association seeks a passionate and committed professional with demonstrated experience in major gift fundraising and meaningful donor engagement as its Associate Director, Major Gifts. One of the nation’s most dynamic performing arts organizations, the Los Angeles Philharmonic Association represents the people and venues of the LA Phil. Anchored by the Los Angeles Philharmonic, the staff and administration work to support performance in its four iconic venues: Walt Disney Concert Hall, the Hollywood Bowl, the Judith and Thomas L. Beckmen YOLA Center, and The Ford. Under the vibrant leadership of Music & Artistic Director Gustavo Dudamel, the internationally renowned orchestra harnesses the transformative power of live music to build community, foster intellectual and artistic growth, and nurture the creative spirit. For more information, please visit www.laphil.com.

Reporting to the Director, Major Gifts, the Associate Director will develop and implement strategies to secure financial support from a portfolio of donor prospects identified with the capacity and inclination to make major gifts in support of the LA Phil for inclusion in the LA Phil’s major giving program, the Philharmonic Council. They will supervise two Major Gifts Officers in addition to personally managing a diverse portfolio of 50-75 individuals capable of contributing to the annual Major Gifts team goal of $6.5M for FY22 and growing exponentially to $9M in FY26. The successful candidate will be solutions-oriented with strong problem-solving, research, and analytical skills. A high level of customer service, a team player attitude, and the ability to lead by example and motivate others are all important traits. They will have integrity and high ethical standards and must maintain confidentiality and accuracy with respect to all donors and prospect information. Although not essential, a background in music or the arts and a knowledge of the Metropolitan Los Angeles and Southern California philanthropic landscape would be ideal. An undergraduate degree is required. The salary ranges from $120,000 to $130,000 depending on experience.

The LA Phil has retained Morris & Berger to conduct the Associate Director, Major Gifts search. To view the full position description, please visit: https://pub.lucidpress.com/morrisberger_2176/. To apply, please submit an application, including a resume and a letter of interest, in confidence to Morris & Berger through their website: https://www.morrisberger.com/position.php?id=2176

The Los Angeles Philharmonic Association embraces and is committed to diversity and inclusion within our staff, musicians, guest artists, audiences, and surrounding communities. The Association does not discriminate on the basis of race, color, religion, religious creed (including religious dress and religious grooming), sex (including pregnancy, perceived pregnancy, childbirth, breastfeeding, or related medical conditions), sexual orientation, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition or information, genetic information, marital status, gender, gender identity, gender expression, military status, veteran status, or any other basis protected by federal, state, or local law.
Consistent with the law, the Association also provides reasonable accommodation for disabled applicants and employees in accordance with the Americans with Disabilities Act (ADA) and the California Fair Employment and Housing Act, for pregnant employees who request an accommodation with the advice of their health care providers, for pregnancy, childbirth or related medical conditions; for employees who are victims of domestic violence, sexual assault or stalking; and for applicants and employees based on their religious beliefs and practices.