



South Coast Repertory

Director of Development

South Coast Repertory (SCR) seeks a Director of Development to join a dynamic team of artists and staff in creating excellence onstage and in the community. Responsibilities include providing strategic leadership of the Annual Fund and Deferred Giving Campaigns and participating in Endowment and Capital Campaign fundraising. This position works with executive and artistic leadership, the Board of Trustees and the Development staff to plan, implement and evaluate the theatre's overall fund development program, as well as assisting with board development and long-range planning. The Director of Development is a member of the Executive Staff, supervises a staff of six and reports to the Managing Director.

Qualified candidates should be able to demonstrate a successful track record in raising gifts of \$25,000 or more, and an ability to think strategically, manage multiple projects effectively and evaluate programs. They should also demonstrate a strong ability to lead and manage both volunteers and staff in the fundraising process, and be able to present and interpret fund raising programs to both board and staff as well as to key constituents, in order to motivate their involvement and support. They should possess highly developed communication skills (both verbal and written) and have an appreciation of the arts, either with previous affiliations or personal interests. Candidates should be familiar with the use of computerized systems (Tessitura, fundraising analytics and wealth screening) for prospect identification and research and should have highly developed donor stewardship skills. A four year college degree and a minimum of seven-years of experience in leading a successful development program, with knowledge of "best practices", are required. And, a sense of humor is always welcome. SCR is committed to diversity in all areas of its work and encourages women and people of color to apply.

In addition to salary, SCR offers a comprehensive range of benefits including medical and dental insurance, paid vacation and sick leave and a retirement plan. The start date for the position would be on or about May 1st.

Please send cover letter, resume and salary history to Marilyn Mouldoux, Assistant to the Managing Director: email to merilyn@scr.org; mail to South Coast Repertory, P.O. Box 2197, Costa Mesa, CA 92628-2197; or fax to (714)545-0391. No phone calls please.