

POSITION ANNOUNCEMENT

DIRECTOR, MAJOR GIFTS



WHAT WE DO

Revel in creativity. At Segerstrom Center for the Arts (SCFTA), you're in the company of world-celebrated artists, experiencing the most acclaimed, sought-after performances. We bring you a diverse lineup of glittering hits straight from Broadway; both storied and innovative dance; intimate jazz concerts; side-splitting comedy; family shows that delight all ages; and free community events that bring all of Orange County together.

Opened in 1986, SCFTA is one of the nation's most respected multi-disciplinary cultural institutions and is Orange County's largest non-profit arts organization. SCFTA remains committed to supporting artistic excellence and offering unsurpassed experiences to engage the community in new and exciting ways through the unique power of live performance and a diverse array of inspiring arts-based education and community engagement programs. In addition to all that SCFTA presents, you can enjoy the inspiring music of our three resident companies—Philharmonic Society of Orange County, Pacific Symphony, and Pacific Chorale—plus thrilling dance from our official dance company American Ballet Theatre, and captivating theater and visual art from our campus partners South Coast Repertory and the Orange County Museum of Art.

OUR MISSION

SCFTA believes in the power of performing arts to transform lives and that the shared experience and exploration of the arts will help unite Orange County, creating a more culturally connected and vital community. We will help shape the Orange County of the future through meaningful collaborations with diverse communities, embracing creativity in all its forms, and enabling a more inclusive, vibrant performing arts scene at SCFTA and across the region.

We will maintain the excellence of our core artistic and educational programs while demonstrating the entrepreneurial resolve to extend resources, know-how, and creativity into the communities we engage. SCFTA will be transformed into a cultural center and dynamic town square deeply ingrained in the fabric of our community, artistically ambitious, yet accessible to all, one that shines as the very model of the successful performing arts center of the future.

To learn more about Segerstrom Center for the Arts, please visit: <https://www.scfta.org/>

LEADERSHIP & CULTURE

Our 25-person development department builds key strategic relationships with our philanthropic community to raise critical funds for SCFTA. We work closely with individuals, corporations, and foundations to make the renowned, life-changing work we do possible, raising more than \$18 million annually. SCFTA was built through philanthropy, and it is at the core of our vision for becoming the model of the successful performing arts center of the future.

The Director, Major Gifts reports to Elizabeth Kurila, Associate Vice President of Development. Elizabeth has over a 30-year history of generating organizational revenue through dynamic and trusting relationships. Her nonprofit expertise includes leading an organization's strategic and operational development activities through teamwork, trust, integrity, and transparency while exceeding budgets. Elizabeth's previous experience includes Discovery Cube, Southern California; PBS SoCal (KOCE-TV); Long Beach Opera; Nine Network of Public Media; and University of Missouri.

COMPENSATION & BENEFITS

- Salary: \$108,000 – \$135,000
- Medical, Dental, and Vision insurance
- 403B with match after 1 year
- Core benefits + supplemental benefits
- Paid time off, including 10 vacation days per year, 10 sick days per year, early release on select Fridays in the summer, and company holidays.

LOCATION

Our office is located at 600 Town Center Drive, Costa Mesa, CA 92626.

POSITION SUMMARY

Segerstrom Center for the Arts seeks a seasoned fundraising professional with the experience, creativity, and relationship-building skills to advance major giving initiatives. As a frontline gift officer, the Director, Major Gifts manages a personal portfolio of high-capacity donors and prospects; cultivates, solicits, and stewards gifts of \$25,000 and above; plays a significant role in upcoming campaigns; and leads the continued expansion of the Center's major gifts program.

Working closely with the Associate Vice President of Development and the Director of Gift Planning Strategies, the Director will build and steward a pipeline of Patron donors and develop strategies that deepen long-term philanthropic commitments to SCFTA. The Director will create and oversee an annual strategic plan for major gifts, including cultivation, solicitation, and stewardship strategies supported by events, compelling stories, tailored proposals, and donor materials. This position plays a visible role at performances, events, and donor gatherings as an ambassador for the Center.

The ideal candidate is both a strategic thinker and hands-on fundraiser—equally adept at developing long-term revenue strategies and engaging directly with donors to inspire transformational support for the arts.

DUTIES & RESPONSIBILITIES

Managing a Donor Portfolio (60%)

- Identify, cultivate, solicit, and steward individuals capable of giving \$25,000 and above (the Center's Patrons).
- Manage a personal portfolio of approximately 100 major donors and 25 planned giving prospects, including annual, campaign, and legacy donors.
- Complete and document at least 14 personal visits per month, both on and off campus.
- Accurately record all activity and contacts in Tessitura in a timely manner.
- Participate in structured prospect strategy sessions and moves-management meetings with colleagues.
- Collaborate with board members and volunteer leaders to identify, cultivate, and steward major donors.
- Attend SCFTA events and performances as required to engage donors.
- Build donor trust and maintain strict confidentiality.

Managing/Strategizing Growth of the Major Gifts Program (30%)

- Lead efforts to increase major gift commitments of all types and at all levels.
- Develop and implement an annual strategic fundraising plan for the Major Gifts program, including budgeting, revenue projections, stewardship plans, recognition, events, and benefits.
- In partnership with the Special Events team, design strategies for 3–5 cultivation and stewardship events annually, including intimate dinners, receptions, and the Center’s signature Fire Bird Dinner.
- Partner with Special Events to ensure consistent, thoughtful benefit fulfillment and stewardship materials for all Patron-level donors.
- Collaborate with the Major Gifts team and Corporate/Foundations, and lead efforts to develop compelling proposals, cases for support, impact reports, and other donor-centric communications.
- Ensure alignment and consistency across individual giving programs in partnership with the Associate Director of Individual Giving and the Manager of Annual Giving.
- Attend and support Center performances and events, including pre-show dinners, cast parties, receptions, backstage tours, and more.

Supporting Departmental Fundraising Goals (10%)

- Promote and solicit support for Candlelight Concert and other flagship fundraising events.
- Identify opportunities for institutional support by connecting individual donors with relevant corporate or foundation partners.
- Provide mentorship to junior staff as appropriate.
- Actively participate in capital campaign planning sessions and preparatory activities.
- Serve as a department leader and contribute to a positive, collaborative team culture.
- Ensure accurate documentation of all donor and prospect activity in Tessitura.

BACKGROUND PROFILE

- Knowledge of, or enthusiasm for, the performing arts and the transformative role they play in community life; genuine passion for the Center and the ability to articulate and champion its mission.
- At least 5 years of progressive nonprofit fundraising experience with a proven track record of closing individual gifts, ideally within a complex institution.
- Exceptional relationship builder who can engage donors across generations, inspire confidence, and translate a donor’s personal values into meaningful philanthropic opportunities.
- Demonstrated success in cultivating, soliciting, and stewarding major donors.
- Strong negotiation skills with sensitivity to donor motivations.
- Self-motivated, strategic, creative relationship-builder.
- Strong computer and database skills; Tessitura experience preferred.
- Flexibility to attend evening and weekend performances and donor events.
- CFRE certification or active involvement with AFP is a plus.

FOR MORE INFORMATION OR TO APPLY, PLEASE CONTACT:

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