

## Director of Major and Planned Gifts

### Los Angeles Opera

Los Angeles, CA

<https://www.laopera.org/>

A world renowned and one of the largest opera companies in the nation, LA Opera is committed to making the arts and opera a vibrant part of all Los Angeles communities. The company is dedicated to bringing artistic excellence to the stage and throughout the community by presenting world-class opera that includes imaginative new productions, world premiere commissions, and inventive staging's of the classics.

A resident company at The Music Center in downtown Los Angeles, the LA Opera's mainstage performances take place at the historic Dorothy Chandler Pavilion. Special community performances and Off Grand performances — including musical theater pieces and classical concerts — take place throughout the city. Performances range from classics to world premieres, and movie directors are often invited to stage their own operatic visions during the Opera's September through May season.

LAO is seeking a Director of Major and Planned Gifts to build a strong and sustainable planned and legacy giving program. Reporting to the Senior Director, Development, the Director of Major and Planned Gifts will be responsible for promoting, cultivating, soliciting, and stewarding deferred gifts. The Director will join a successful development effort that raises close to \$40 million annually and participate in the planning and strategy for a \$250 million capital and endowment campaign. They will also play a key role in building the department's major gift dollars through their own portfolio and by training and partnering with Major Gift officers on blended gifts. Working closely with LAO staff, volunteers, board members, and outside counsel, s/he will cultivate and steward the 100-plus member Bella Voce Society the LAO's established estate giving affinity group.

To apply or to refer qualified candidates, please contact Carmel Napolitano, Vice President, LINDAUER, at <http://bit.ly/LAOPERADMPG>