



DIRECTOR OF DEVELOPMENT

Are you a lover of the arts, theatre, and education? Do you have a passion for engaging with community and fostering creativity in young people? If so, we have a fantastic opportunity for you!

ABOUT US

Founded in 1977, Childsplay's mission is to create theatre that's strikingly original in form and content. We aim to instill in young people an enduring awe, love, and respect for the medium of theatre. By preserving imagination and wonder, we help cultivate those hallmarks of childhood that are keys to the future.

As an internationally acclaimed ensemble-based professional theatre for young audiences located in Tempe, Arizona (Greater Phoenix), we seek an outstanding Director of Development to join our dedicated team.

POSITION OVERVIEW

The Director of Development is the driving force behind all fundraising activities within Childsplay, from individual and corporate donations to government grants and special events. Working closely with the Managing Director, Artistic Director, Major Donor Committee, Annual Gala Committee, and Board of Trustees, you'll anchor the team that ensures our creative mission continues far into the future.

RESPONSIBILITIES

Advancement Planning: Develop, plan, and implement annual and long-range strategies to meet our fundraising goals.

Major Gift Solicitation: Identify, cultivate, and manage high-level individual and institutional prospects. Solicit gifts, both as part of a team and occasionally alone.

Marketing Collaboration: Work with colleagues to create strategies and materials to engage donors effectively, always making the case for sustained and increased philanthropy.

Event Management: Oversee annual Gala, Donor Society events, and donor recognition activities.

Volunteer Recruitment: Identify and recruit volunteers, including Trustees, to support development events and fundraising appeals.

Community Engagement: Cultivate relationships across Greater Phoenix, Arizona, and the national philanthropic community.

Board Engagement: Support the Board of Trustees and Managing Director in the recruitment of new Board Members and assist in orientation and training.

Qualifications

- Passion for the arts, education, and Childsplay's mission.
- Minimum of five years of progressively advancing fundraising experience; arts organization experience a plus; CFRE preferred.
Campaign experience preferred; strong Individual Giving experience preferred.
- Superior communication and interpersonal skills; effectiveness in written and oral presentation.
- Strong quantitative skills; familiarity with nonprofit budgets; commitment to data-driven decisions.
- Commitment to fundraising ethics.
- Understanding of computer and CRM software.
- Valid driver's license and independent background check required.

Who You Are

- Passionate about theatre, arts, education, and youth development.
- Critical thinker, problem solver, and collaborator.
- Comfortable with multi-tasking and calm under pressure.
- Self-directed, eager to grow, and enthusiastic about learning.

What We Offer

- Full-time exempt position
- Salary range is \$85,000 to \$90,000 depending on experience which is commensurate with a mid-sized **arts** organization with a \$3 million annual budget.
- Comprehensive benefits package including health, long term disability, and life insurance as well as the ability to add dental and vision.
- Ongoing, meaningful opportunities for professional development and learning.
- Childsplay is an equal opportunity employer committed to nondiscrimination and supporting underrepresented arts professionals. We encourage candidates from all backgrounds to apply.
- AFP Membership

Application Process

Please submit a cover letter, resume, and 2-3 professional references via email with the subject line "Director of Development" to Steve Martin, Managing Director at smartin@childsplayaz.org. Job search is open until the position is filled.

Childsplay values equity, diversity, and inclusion throughout our organization, programs and audiences. We are committed to giving underrepresented artists a safe space to create art and community. By welcoming people with differences in religion, ethnicity, sexual orientation, class, gender identity, ability, and age we are better able to celebrate that which brings humankind together: imagination and wonder. Childsplay, Inc. is an equal opportunity employer, and will not discriminate against any employee or applicant on the basis of age, race, color, religion, national origin, physical or mental disability, sexual orientation, or marital status. Please visit our website at www.childsplayaz.org for additional information about the company, our programs, and our work in the community