



JOB TITLE: Development Director

REPORTS TO: Executive Director

JOB SUMMARY: The Development Director leads all fundraising efforts to advance the Symphony's mission and ensure long-term financial sustainability. Reporting to the Executive Director, this strategic role encompasses major gifts, corporate partnerships, foundation grants, planned giving, and special events. The ideal candidate is a skilled relationship builder with a proven track record of securing significant funding and a passion for the arts.

Key Responsibilities:

- **Fundraising Strategy:** Develop and execute a comprehensive fundraising plan that diversifies and maximizes revenue.
- **Relationship Management:** Cultivate and steward strong relationships with individual donors, corporate sponsors, and community stakeholders.
- **Grant Development:** Assist in researching and identifying grant opportunities.
- **Data Management:** Leverage CRM software to track interactions, analyze giving patterns, and generate insights. Maintain accurate donor records and ensure IRS compliance.

Qualifications:

- Bachelor's degree
- Minimum 5 years of progressive fundraising experience, preferably in arts or nonprofit sectors
- Proven track record securing major gifts from individuals, corporations, and foundations
- Exceptional written and verbal communication skills
- Proficiency with fundraising software and donor database management.
- High ethical standards and collaborative leadership style

The ideal candidate will be a passionate advocate for the arts, a collaborative leader, and a results-oriented fundraiser with a proven ability to inspire philanthropic investment in the Symphony's mission.

Salary and benefits: Competitive salary commensurate with experience. Comprehensive benefits include health, vision, dental, retirement plan, and generous paid time off, including holidays and vacation. Professional development support. Opportunity to make a meaningful impact on our community's cultural life.

To Apply: Send your resume to Jean Norrell, finance@amarillosymphony.org

Deadline: December 1, 2025

About the Amarillo Symphony

The Amarillo Symphony is the cultural cornerstone of the Texas Panhandle, dedicated to enriching our community through the power, beauty, and excitement of live orchestral music. For over a century, we have served as a leading artistic institution, presenting world-class performances, fostering musical education, and inspiring thousands of lives across our region.

Our Mission and Vision

To enrich, educate, and inspire our community through artistic excellence in musical performance. We are committed to upholding the grand tradition of symphonic music while championing innovative programming that resonates with modern audiences.

Commitment to Community

The Symphony's work extends far beyond the concert hall. We actively engage with our neighbors through extensive music education and community outreach programs, ensuring that the transformative experience of music is accessible to students, seniors, and underserved populations throughout Amarillo. When you join our team, you join an organization deeply invested in the vitality and cultural future of the Texas Panhandle.

Why Join Us?

You will be part of a passionate, collaborative team that values dedication, creativity, and impact. We offer an environment where your work directly supports artistic excellence and community engagement. If you are seeking a career where your efforts make a tangible difference in the cultural life of a vibrant community, the Amarillo Symphony is the place for you.