

Aspen Leadership Group is proud to partner with the Boston Symphony Orchestra in the search for a Senior Director of Institutional Giving.

Reporting to the Chief Development Officer, the Senior Director of Institutional Giving will play a pivotal role in the strategic leadership, planning, and execution of the BSO's institutional fundraising efforts, with a primary focus on revenue growth, modernizing and revitalizing the BSO's corporate giving program, and building and strengthening relationships within the corporate and foundation community in advance of a transformative campaign for the BSO's future.

This senior-level position will be responsible for securing significant financial support from corporations, foundations, and government entities, while shaping and advancing a comprehensive corporate engagement strategy aligned with the BSO's long-term artistic, business, and campaign priorities. The role is central to building a robust prospect pool and scalable, sustainable corporate philanthropy platforms that support both growth in annual operations and the organization's upcoming campaign.

Working in close partnership with senior leadership across Development, Finance, Marketing, Education and External Engagement, Artistic Planning, and Executive Management, the Senior Director will translate institutional and campaign priorities into compelling corporate and foundation funding opportunities, ensuring that contributed revenue meaningfully supports the BSO's strategic plan, multi-year initiatives, and capital and programmatic investments. The role requires a sophisticated understanding of how corporate philanthropy, sponsorship, foundation grantmaking priorities, and partnerships intersect with organizational strategy, earned revenue, brand alignment, and audience development.

Founded in 1881, the Boston Symphony Orchestra (BSO) is one of the premier orchestras in the world. The BSO is one of the world's leading cultural institutions, dedicated to making music at the highest level of artistic excellence and serving as an artistic and civic pillar in Boston, the Berkshires, and beyond. Through extraordinary performances, transformational education initiatives, and deep community engagement, the BSO aspires to build community around music for all people, guided by its core values of excellence, belonging, innovation, learning, and service.

The BSO is currently operating at a pivotal moment in its history. Following a period of significant organizational change and renewed leadership, the Board of Trustees approved a comprehensive strategic plan—Framework for the Future—to chart a path toward long-term artistic vibrancy, financial sustainability, and institutional growth. Developed through extensive engagement with trustees, civic, corporate, and foundation leaders, musicians, and staff, the plan reflects a strong, shared vision for the BSO's future and a renewed momentum in philanthropic investment.

With early successes already underway and a strong institutional foundation in place, the BSO is now focused on building the partnerships, philanthropic pipeline, and organizational capacity necessary to support a forthcoming transformative campaign. This next chapter represents an opportunity to invest boldly in artistic reimagination, community engagement, and the future of the art form—while positioning the BSO as a premier partner for corporate and institutional supporters who share its ambition and values.

A bachelor's degree or an equivalent combination of education and experience and 10 years of experience in fundraising, with at least five years of experience in institutional giving, is required. The BSO will consider candidates with a broad range of backgrounds. If you are excited about this role and feel that you can contribute to the BSO, but your experience does not exactly align with every qualification listed above, we encourage you to apply. All applications must be accompanied by a cover letter and résumé. Cover letters should be responsive to the mission of the Boston Symphony Orchestra and the responsibilities and qualifications specified in the position prospectus.

The salary range for this position \$185,000 to \$200,000. The BSO offers a comprehensive package of benefits, including health, dental, life, and disability insurance, a 403(b) retirement plan with employer contributions, and generous paid time off.

The Boston Symphony Orchestra is committed to the inclusion of all qualified candidates. If you require reasonable accommodation in completing this application, interviewing, or participating in the selection process, please contact Kim Farr at kimfarr@aspenleadershipgroup.com.

To apply for this position, visit: <https://apptrkr.com/6935685>.