



community musicworks

Director of Philanthropic Engagement - Job Description

Are you yearning to grow with an organization that holds a big vision, sets ambitious goals, and values creative contribution to achieve its mission?

If that sounds like you, we're listening!

Community MusicWorks seeks a savvy professional committed to advancing the mission, vision, and values of CMW as Director of Philanthropic Engagement.

Community MusicWorks is celebrating its twenty-fifth season as a living and growing experiment in supporting artists, young people, and families to create strong ties and strong communities. The organization enjoys a solid national reputation as a forerunner in the fields of creative youth development in music and community-based residencies. In addition to its robust programs in Providence, CMW supports a network of organizations that have related missions in social justice and music education. CMW is continually working to grow an anti-racist organizational stance, and supports all staff and board to be involved in ongoing learning and dialogue to advance this priority. CMW is making good progress on a \$13 million capital campaign to build the Community MusicWorks Center, a performance, teaching, and community gathering hub for families, musicians, and neighbors.

The Director of Philanthropic Engagement for Community MusicWorks is responsible for the strategic planning, oversight and execution of the Individual Giving Program, representing approximately 60% of the overall \$1.3 million fundraising budget for the organization. The Director manages the year-long cultivation, solicitation, and stewardship activities, with a particular focus on leadership donors (\$1,000+), as well as increasing the base of support, through both dollar increases and expanding the donor base.

The Director of Philanthropic Engagement collaborates with the organization's Institutional Relations Manager on large and small-scale foundation, government, and corporate support fundraising efforts and activities, representing approximately 40% of the overall budget. This includes managing a portfolio of grant requests and researching potential funders.

The Director will coordinate the public phase efforts of the organization's capital campaign, including managing a portfolio of prospects and supporting the fundraising work of the Artistic Director, Managing Director, Capital Campaign Steering Committee, and Board of Directors.

The Director manages and oversees the work of the Development Associate, and two standing Board Committees: the Development Committee and the Governance Committee. Additionally, the Director will provide updates on fundraising efforts to the Board of Directors, as well as presenting analysis and training at the annual Board Retreat.

Experience and Qualifications

- Passion for the mission and work of Community MusicWorks
- Excellent writing, interpersonal, and analytical skills
- Fluency with the practices of philanthropy
- Demonstrated ability to manage complex projects
- Excellent data management skills (zeal preferred!)
- Demonstrated ability to manage and collaborate with staff
- Growth-oriented and interested in ongoing personal and team learning
- Must be available and willing to travel to meet with donors and prospects, primarily in Rhode Island
- 5 or more years of professional experience, preferably in development

Post date: September 7, 2021

Applications: considered on a rolling basis

Anticipated start: November-December 2021

Salary: \$70,000-\$80,000 commensurate with experience

Benefits: excellent health, dental, retirement, and vacation policies

To apply

Send a resume and letter of interest to the attention of Sebastian Ruth, Founder & Artistic Director at search@communitymusicworks.org

***Community MusicWorks is an equal opportunity employer;
BIPOC candidates are strongly encouraged to apply.***