

**Associate Director of Advancement
San Diego Symphony
San Diego, CA**

Lindauer is proud to partner with the San Diego Symphony in the search for an Associate Director of Advancement.

The San Diego Symphony played its first concert on December 6, 1910. Over the more than 100 years since then, it has become one of the top orchestras in the United States. With a commitment to the highest levels of artistic achievement, SDS seeks to elevate human potential by providing a shared sense of pride and belonging to something bigger than any of us can achieve alone.

The Associate Director of Advancement is an opportunity to be part of one of the most innovative classical music organizations in the United States. Building on the success of the Symphony's \$125 million comprehensive The Future Is Hear campaign, the Associate Director will join a high-functioning development team dedicated to advancing the Symphony's mission.

Reporting to the Vice President for Institutional Advancement (VPIA), the Associate Director will also work closely with the VPIA to implement a planned giving program through soliciting and stewarding their own portfolio and by training and working with the Symphony's volunteer Planned Giving Advisory Council, a collection of volunteer estate, tax, and financial planning professionals.

Successful candidates will:

- Work closely with the Vice President of Institutional Advancement and members of the Advancement team to strategize and maintain timelines for solicitations for the endowment campaign in conjunction with and in support of annual operating fundraising.
- Develop and manage a portfolio of 75–90 major gift and planned giving prospects.
- Work with gift officers to strategize blended gift solicitations and develop cultivation and solicitation strategies.

Salary Range: \$100 - 110k

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