

ASSOCIATE DIRECTOR OF DEVELOPMENT
ARIZONA OPERA
Phoenix, Arizona

The Aspen Leadership Group is proud to partner with Arizona Opera in the search for an Associate Director of Development, as the company continues to pursue its vision of artistic vitality, delivery of civic value, audience expansion, and institutional strength and sustainability.

Reporting to the Director of Development, the Associate Director of Development will work closely with the Director of Development to manage a blended portfolio of individual and institutional giving prospects and donors with a focus on current and prospective individual donors giving between \$5,000 and \$25,000 and above annually as well as foundation, government, and corporate sponsor relationships that support the company's full array of programmatic, educational, and strategic initiatives—including the company's two signature special events: the RED Party and the annual Gala. The Associate Director will oversee needs assessment, research, and cultivation of individual and institutional contacts, creation of sponsorship materials, creation of grant and sponsorship reports, acknowledgments, and management of all giving records, and will generate financial reporting and analysis related to individual and institutional giving for the department. The Associate Director will ensure appropriate crediting and sponsor recognition for all Arizona Opera performances and events, including both individual and institutional production sponsors, in partnership with the department of Marketing, Communications, and Public Relations.

Since 1971, Arizona Opera has produced over 170 fully staged operas and concerts. As one of the only companies in the country to perform in two major metropolitan cities, Arizona Opera presents artists of both international stature and emerging talent, and each season balances debut artists and the return of favorite performers. In addition to producing five operatic main stage offerings each year in both Phoenix and Tucson, Arizona Opera offers in-school touring productions and numerous outreach events for children and adults of all ages. The 2021/22 Season celebrated the company's 50th Anniversary.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least five years of development, fundraising or related sales experience. All applications must be accompanied by a cover letter and résumé. Cover letters should be responsive to the mission of Arizona Opera as well as the responsibilities and qualifications presented in the prospectus.

Arizona Opera offices are located in Phoenix, Arizona and the Opera performs in both Phoenix and Tucson. The Associate Director of Development will travel and manage relationships statewide, primarily with patrons in both cities. Candidates based in Tucson will be considered with the expectation that there will be regular visits in Phoenix.

The salary range for this position is \$75,000 to \$95,000 annually.

To apply for this position, visit: <https://opportunities.aspenleadershipgroup.com/opportunities/1099>