

Associate Director of Philanthropy

The Old Globe, located in San Diego's beautiful Balboa Park, seeks an experienced development professional to identify, qualify, cultivate, solicit, and steward major gift donors. With a budget of more than \$36 million, the Tony Award-winning Old Globe is a recognized leader among American regional theatres. Known for producing a broad range of work from Shakespeare and the classical repertoire to world premiere musicals and plays, the Globe annually produces up to 16 productions annually including a Globe for All touring program that performs in community venues throughout San Diego County.

Reporting to the Director of Philanthropy and working with an experienced team of twelve development professionals, the Associate Director of Philanthropy will personally work with a portfolio of 100-120 prospects and donors capable of five to six figure gifts.

The successful candidate will have a minimum of five years' experience as a front-line fundraiser in a complex, donor-centered, nonprofit environment; have outstanding people, written, and oral communication skills; be a sophisticated and innovative thinker, a great listener, and innovative problem-solver; have a highly personalized approach to donors; and enjoy working with in a fast-paced, creative environment where one day is never like the next. The ideal candidate will be organized, utilize moves management software to its fullest capacity, and understand and value the importance of analytics in fundraising. The selected candidate will love theatre and be committed to theatre's vital role in community.

Salary range is \$90,000-100,000. Full-time position with benefits including 401(k). Knowledge of donor relationship software vital; experience with Tessitura a plus. Must have a valid driver's license and access to a vehicle for business use. Weekend and evening work is required. Must be able to pass applicable background check.

The Old Globe is actively committed to fostering a culture of equity, diversity, inclusion, and access in all areas of our operation. By making intentional, actionable steps to move from the ideation of an inclusive culture in our theatre to its actualization we strive to make The Old Globe a place where theatre makers, employees, volunteers, audience members, and community members of all identities and backgrounds belong.

The Old Globe welcomes candidates who demonstrate a commitment to these goals. We strongly encourage applications from BIPOC, LGBTQIA+, differently-abled, working class, and people from other historically and presently marginalized groups to apply. Multilingual candidates are also strongly encouraged to apply.

Send cover letter and resume to HR@TheOldGlobe.org, subject: Associate Director of Philanthropy.