

Associate Director of Philanthropy, Individual Giving

The Old Globe, located in San Diego's beautiful Balboa Park, seeks an experienced development professional to identify, cultivate, solicit, and steward major gift donors. With a budget of more than \$30 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 development professionals, the Associate Director of Philanthropy will personally work with a portfolio of major donors and prospects of five to six figures.

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 next Associate Director of Philanthropy 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.

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. Full-time position with benefits including 401(k). Applicants should demonstrate a strong commitment to equity, diversity, inclusion and access and anti-racism work in the theatre. As of October 1, 2021, employees must be fully vaccinated for COVID-19 unless a medical or religious exemption applies. Must be able to pass applicable background check.

The Old Globe is committed to fostering a culture of equity, diversity, and inclusion in all areas of our operation, therefore we strongly encourage applications from populations underrepresented in the theatre field. Multilingual candidates are also strongly encouraged to apply. Send cover letter and resume to HR@TheOldGlobe.org.