

Donor Engagement Manager

The Old Globe seeks a fundraising professional to identify, cultivate, solicit, and steward annual fund donors up to \$5,000. 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 16 productions a year, including a Globe for All touring program that performs in community venues throughout San Diego County.

Reporting to the Assistant Director of Philanthropy, the Donor Engagement Manager will manage the multi-channel, integrated annual fund campaign for The Friends of The Old Globe (donors under \$3,000), identify and research prospects, and work with a select portfolio of prospects and major donors. Other constituencies may be added to the Donor Engagement Manager's portfolio depending on the skills and interests of the successful candidate.

We seek a motivated, positive, and engaging individual with a minimum of one year of development experience, preferably in a nonprofit. The successful candidate will be an outstanding verbal and written communicator with strong people skills, be highly organized, a creative and analytical thinker, and enjoy creating relationships with donors of all giving levels.

Must have a valid driver's license and access to a vehicle for business use. Full-time position with Donor 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.