

POSITION ANNOUNCEMENT

DIRECTOR, GIFT PLANNING STRATEGIES



WHAT WE DO

Revel in creativity. At Segerstrom Center for the Arts (SCFTA), you're in the company of world-celebrated artists, experiencing the most acclaimed, sought-after performances. We bring you a diverse lineup of glittering hits straight from Broadway; both storied and innovative dance; intimate jazz concerts; side-splitting comedy; family shows that delight all ages; and free community events that bring all of Orange County together.

Opened in 1986, SCFTA is one of the nation's most respected multi-disciplinary cultural institutions and is Orange County's largest non-profit arts organization. SCFTA remains committed to supporting artistic excellence and offering unsurpassed experiences to engage the community in new and exciting ways through the unique power of live performance and a diverse array of inspiring arts-based education and community engagement programs. In addition to all that SCFTA presents, you can enjoy the inspiring music of our three resident companies—Philharmonic Society of Orange County, Pacific Symphony, and Pacific Chorale—plus thrilling dance from our official dance company American Ballet Theatre, and captivating theater and visual art from our campus partners South Coast Repertory and the Orange County Museum of Art.

OUR MISSION

SCFTA believes in the power of performing arts to transform lives and that the shared experience and exploration of the arts will help unite Orange County, creating a more culturally connected and vital community. We will help shape the Orange County of the future through meaningful collaborations with diverse communities, embracing creativity in all its forms, and enabling a more inclusive, vibrant performing arts scene at SCFTA and across the region.

We will maintain the excellence of our core artistic and educational programs while demonstrating the entrepreneurial resolve to extend resources, know-how, and creativity into the communities we engage. SCFTA will be transformed into a cultural center and dynamic town square deeply ingrained in the fabric of our community, artistically ambitious, yet accessible to all, one that shines as the very model of the successful performing arts center of the future.

To learn more about Segerstrom Center for the Arts, please visit: <https://www.scfta.org/>

LEADERSHIP & CULTURE

Our 25-person development department builds key strategic relationships with our philanthropic community to raise critical funds for SCFTA. We work closely with individuals, corporations, and foundations to make the renowned, life-changing work we do possible, raising more than \$18 million annually. SCFTA was built through philanthropy, and it is at the core of our vision for becoming the model of the successful performing arts center of the future.

The Director, Gift Planning Strategies reports to Elizabeth Kurila, Associate Vice President of Development. Elizabeth has over 30-year history of generating organizational revenue through dynamic and trusting relationships. Her nonprofit expertise includes leading organization's strategic and operational development activities through teamwork, trust, integrity, and transparency while exceeding budgets. Elizabeth's previous experience includes Discovery Cube, Southern California; PBS SoCal (KOCE-TV); Long Beach Opera; Nine Network of Public Media; and University of Missouri.

COMPENSATION & BENEFITS

- Salary: \$110,000 - \$130,000
- Medical, Dental, and Vision insurance
- 403B with match after 1 year
- Core benefits + supplemental benefits
- Paid time off, including 10 vacation days per year, 10 sick days per year, and early release on select Fridays in the summer, and company holidays.

LOCATION

Our office is located at 600 Town Center Drive, Costa Mesa, CA 92626.

POSITION SUMMARY

Segerstrom Center for the Arts seeks a seasoned fundraising professional with the expertise, creativity, and relationship-building skills to advance both major and planned giving initiatives. Serving as a frontline gift officer, the Director, Gift Planning Strategies will manage a personal portfolio of major donors and prospects, cultivating, soliciting, and stewarding gifts of \$25,000 and above, while also leading the expansion of SCFTA's planned giving program.

Working in close partnership with the Associate Vice President of Development, this individual will grow the Patrons Program, build and steward a pipeline of legacy donors, and develop strategies to increase long-term philanthropic commitments to SCFTA. The Director will oversee marketing and stewardship activities for planned giving, manage endowment and reporting systems, and play a visible role at performances, events, and donor gatherings.

The ideal candidate will be both a strategic thinker and a hands-on fundraiser—equally comfortable creating high-level strategies for long-term revenue growth and engaging directly with donors to inspire transformational support for the arts.

DUTIES & RESPONSIBILITIES

Managing a Donor Portfolio (60%)

- Responsible for the identification, cultivation, solicitation, and stewardship of individuals with a capacity to give \$25,000 and above (The Center's Patrons).
- Develop and manage a personal portfolio of approximately 125 major and planned giving donors and prospects, inclusive of annual and campaign supporters.
- Complete and document at least 14 personal visits, both on and off-campus, per month.
- Monitor and enter all activity and contacts in Tessitura tracking system in an accurate and timely manner.
- Participate in structured sessions with colleagues to coordinate prospect identification activities and moves management.
- Work with the Special Events team and provide strategy and oversight of 4-6 annual events for current and prospective donors and board members, such as intimate dinners, receptions, and SCFTA's prominent Fire Bird Dinner.

- Attend SCFTA events and performances as needed.
- Develop donor trust and maintain confidentiality.
- Ensures that major gift and planned giving donors are appropriately recognized in printed materials.

Managing/Strategizing Growth of Planned Giving Program (30%)

- Lead dedicated efforts to increase planned gift commitments in all forms and at all levels.
- Develop a strategic and consistent marketing strategy for gift planning using Crescendo software and oversee the execution of deliverables and marketing activities.
- Oversee, coordinate, administer, and steward all revocable and irrevocable planned gift commitments.
- Manage endowment budget, various program reporting systems, and inform senior leaders of the development of short and long-range strategic plans and goals for SCFTA's gift planning program.

Supporting Departmental Fundraising Goals (10%)

- Promote and solicit support for Candlelight Concert and other fundraising events.
- Seek connections and make introductions for institutional support from individual donors who have connections to desired companies or foundations.
- Provides mentorship to junior staff where appropriate.
- Actively participate in capital campaign planning sessions and preparatory activities.

BACKGROUND PROFILE

- Knowledge of, or enthusiasm for, the performing arts and the transformative role they play in community life.
- At least 6 years of progressive nonprofit fundraising experience with a proven track record of closing six- and seven-figure gifts, ideally within a complex institution.
- Demonstrated expertise in planned giving vehicles and strategies, including bequests, charitable trusts, gift annuities, and blended gifts; certification in gift planning is highly desirable.
- Strong understanding of endowment management, campaign strategy, and long-term revenue growth planning.
- Exceptional relationship builder who can engage donors across generations, inspire confidence, and translate a donor's personal values into meaningful philanthropic opportunities.
- Superior communication and presentation skills: capable of crafting compelling proposals, leading donor conversations, and working effectively with board members, senior staff, and professional advisors.
- Collaborative leadership style with experience supervising and mentoring colleagues, as well as fostering a culture of accountability, creativity, and teamwork.
- Well-organized, detail-oriented, and adept at managing multiple priorities while maintaining focus on long-term goals.
- Proficiency in Microsoft Office applications; familiarity with Tessitura or similar CRM platforms strongly preferred.
- A self-starter with intellectual curiosity, resourcefulness, and a solutions-oriented mindset.
- An approachable, engaging personality with a sense of humor.
- Flexibility to attend evening and weekend performances and donor events.

FOR MORE INFORMATION OR TO APPLY, PLEASE CONTACT:

Liliane Lendvai
 Senior Director, Executive Search & Recruiting
 Blair Search Partners
liliane@blairsearchpartners.com