

## GREATER AKRON MUSICAL ASSOCIATION

**JOB TITLE:** Director of Major Gifts  
**REPORTS TO:** Executive Director  
**STATUS:** Part Time \$45,000/annual

**SUMMARY:** The Akron Symphony Orchestra is seeking a passionate and dynamic Director of Major Gifts to lead our fundraising efforts and drive the financial growth needed to support our artistic and educational initiatives. The Director of Major Gifts plans and executes a comprehensive resource development and stewardship program for the Akron Symphony Orchestra (ASO), with special emphasis on major gifts and leadership annual giving. The Director of Major Gifts works in close collaboration with the Executive Director and Board of Trustees, and is the primary staff liaison with the Board Development Committee.

### JOB SCOPE

- Work with the Executive Director and Board of Trustees to ensure a year-round cultivation and stewardship program to develop new relationships and funding opportunities, with a specific focus on major gifts from both individual and corporate sources.
- Identify, cultivate, solicit, and steward major gift prospects and donors.
- Design and execute strategies to grow individual giving, including planned giving.
- Serve as the primary liaison with individual donors and corporate partners.
- Represent ASO at other civic and cultural events in the community.
- Ensure compliance with all relevant regulations and ethical standards in fundraising.
- Perform other duties as assigned by the Executive Director.

### Qualifications for an Ideal Candidate:

- Five or more years of proven fundraising experience, with demonstrable growth in major gift support;
- Excellent written and verbal communication skills, with the ability to translate artistic vision and goals to relevant appeals;
- Ability to quickly and effectively build relationships with patrons, donors and community leaders.
- Experience with all areas of fundraising including individual & major gift solicitation, corporate sponsorship, and planned giving;
- Successful fundraising track record including guiding and motivating Board Members and others to engage in fundraising for their institution;
- Strong understanding of current best practices in fundraising and philanthropy;
- Knowledge of orchestral and classical music helpful but not required;
- Due to the nature of the performing arts, evening and weekend work is required.

This is a part time employment position, averaging 20-25 hours per week.

**To Apply:** Please apply to the Executive Director at [pjarrett@akronsymphony.org](mailto:pjarrett@akronsymphony.org). Akron Symphony Orchestra is an Equal Opportunity Employer.