GREATER TWIN CITIES YOUTH SYMPHONIES (GTCYS)

Position: Development Director
Reports to: Executive Director
Supervises: Development Associate, Grant Writer, and Communications & Marketing Manager
Category: Full-time, exempt
Salary: $80,000 - $95,000 depending on experience

ABOUT GTCYS
The Greater Twin Cities Youth Symphonies (GTCYS) transforms young musicians of all ages, abilities, and backgrounds by breaking down barriers to music instruction and providing high quality orchestral experiences. GTCYS serves more than 1,000 students ages 8-18 through nine school-year orchestras, summer programs, and Harmony strings instruction program. GTCYS students share 30 concerts and inspire 17,000 community members through our educational activities and performances each year. Committed to making our programs accessible, GTCYS will award $150,000 in need-based scholarships for tuition, private lessons, and tours this year. With a 90% increase in enrollment since 2011, continued program expansion planned as part of our exciting strategic plan, and committed Board of Directors, GTCYS is poised to create even greater community impact.

POSITION SUMMARY
The Development Director is a new full-time position responsible for developing and leading the implementation of GTCYS’ fundraising strategies to build relationships and increase philanthropic support. With an emphasis on individual giving, alumni relations, and preparing for GTCYS’ 50th Anniversary in 2021-22, the Development Director will develop diverse contributed income streams to broaden support (individual giving, institutional support, sponsorships, special campaigns and events).

A senior-level position, the Development Director will lead a 3-member development/communications team and partner closely with the Executive Director. The ideal candidate has successful experience building a comprehensive development program and supervising a team. The ideal candidate will also be a people person, have the aptitude to balance hands-on work with strategy, and thrive in a small, flexible culture that values diversity and collaboration.

RESPONSIBILITIES

Strategy & Planning
- Develop fundraising initiatives, engagement strategies, and annual plans to meet GTCYS’ short- and long-term goals
- Develop new funding strategies to diversify and expand GTCYS’ contributed income sources, including concert sponsorships, endowment gifts, and planned giving

Individual Giving
- Define and implement annual fund activities, including research, cultivation, solicitation, and stewardship of new and existing donors to increase support from individuals (GTCYS alumni, current parents and grandparents, community members)
- Design and implement a major gifts program
- Oversee the Development Associate’s work, including gift processing, donor acknowledgement, data entry, and reporting
- With the Executive Director, partner with GTCYS’ Board of Directors and Leadership Advisory Council to broaden support
• Oversee the Communications & Marketing Manager to effectively articulate GTCYS’ case for support across communications materials

Institutional Giving
• Build relationships with foundations, corporations, and businesses to maintain and expand institutional support through grants, sponsorships, and special project funding
• Manage the Grant Writer (independent contractor) to ensure high quality proposals

Special Events
• Spearhead cultivation activities and fundraising events, including GTCYS’ annual Orchestrating Opportunities benefit

Other
• Assess and analyze success of fundraising initiatives
• Serve as staff lead on the Development Committee and report on progress to GTCYS’ Board of Directors
• Attend GTCYS activities and community events to engage constituents and build relationships
• Help set and manage annual fundraising goals and budget
• Other duties and special projects as assigned

EXPERIENCE, SKILLS & ATTRIBUTES
• Bachelor’s Degree with 5-7+ years of successful fundraising experience is required
• Passion for GTCYS’ mission and ability to effectively articulate our case orally and in writing
• Proven track record with individual giving and major gifts
• Direct experience developing fundraising strategies to grow contributed income sources
• Experience managing a team
• Strong organizational skills and ability to balance big picture vision with implementation of detailed planning
• Ability to provide motivating leadership of a team in a collaborative, hands-on setting
• Appropriate balance of confidence and humility, with effective interpersonal skills to work with and inspire diverse constituency groups
• Maturity to make decisions and delegate
• Computer proficiency with all Microsoft Office applications
• Experience with databases (GTCYS uses Neon CRM)

TO APPLY
Email a cover letter and resume to GTCYS Executive Director Megen Balda at megen@gtcys.org. Candidates selected for a full interview will be asked to provide writing samples and professional references. Applications will be reviewed upon receipt.

GTCYS is dedicated to building a culturally diverse and equitable environment. We strongly encourage applications from people of color and from populations underrepresented in the orchestra field.

BENEFITS
GTCYS offers competitive salary, health insurance benefits, parking stipend, 401(k) match, generous paid time off including half-day summer Fridays, winter break, and holidays.

For more information about GTCYS, visit www.gtcys.org.