

Director of Development Opportunity



Manitoba Opera

One of the five largest performing arts organizations in Manitoba, Manitoba Opera (MO) is the only full-time professional opera company between Toronto and Calgary that presents staged productions with full orchestra. Now in its 51st season, MO produces two fully staged productions annually in the 2,145-seat Manitoba Centennial Concert Hall. MO regularly tours to city schools and occasionally to other regions of the province. The company also offers a rich array of educational and community engagement programming.

The Opportunity

The Director of Development is a senior member of Manitoba Opera's management team. Reporting to the General Director, the Director of Development will be responsible for providing strategic leadership to MO's development department. The successful candidate will be responsible for leading and maximizing MO donor relations and revenue targets. The Director of Development will be accountable for meeting annual fundraising goals and objectives, while maintaining active and productive relationships with key partners, including funders, donors, sponsors, volunteers and trustees.

Key Responsibilities

- Set and achieve overall fundraising strategy and revenue goals with the General Director.
- Lead all fundraising campaigns, activities and events, including annual giving, major gifts, sponsors, corporate and foundation giving, planned giving, endowment, special events, and designated campaigns.
- Oversee all Development marketing and communications materials with the Director of Marketing.
- Manage all strategies and activities for donor acquisition, cultivation, solicitation and stewardship.
- Work with the Executive Director, Board of Trustees, Development Committees to meet fundraising targets and campaign expectations.
- Serve as Development Department liaison to Board of Trustees and committees.
- Ensure accurate and timely recording of all development activity in MO's database system.
- Provide analysis of campaign yields to identify donor trends, threats and opportunities.
- Create and monitor departmental and campaign budgets.
- Provide leadership to the department in all respects, including hiring, training, day-to-day management and coaching of Development staff.

Qualifications

- Relevant post-secondary education or an equivalent combination of education and experience is required.
- Minimum of 5 years of senior experience in the professional fundraising field, ideally in a not-for-profit environment.
- Minimum of 2 years managing a team is required.
- Professional fundraising designation (CFRE) is considered an asset.
- Advanced Knowledge of fund development theory, principles, ethics and practices.
- Demonstrated hands-on experience designing and managing successful fundraising campaigns.
- Track record of generating growth in private sector revenue.
- Exceptional written, oral, presentation and organizational skills.
- Strong interpersonal and leadership skills with the ability to effectively gain the respect and support of various stakeholders, including Board members, management, donors and community members.

 To apply forward your cover letter and resume to Meagan@harrisleadership.com quoting project 25109.

Manitoba Opera is committed to achieving employment equity, therefore invites applicants to confidentially self-declare in cover letter if a member of an equity-seeking group.