

Thursday, May 2, 2024

## Director of Development

Company: Dance Iquail

Location: Philadelphia, PA

Compensation: \$75,000 to \$85,000 Annually

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Dance Iquail (DI!), a fast-growing and mission-driven national nonprofit organization, is seeking an enthusiastic Director of Development to secure financial support for our organization. DI! is creating a new Development Office and therefore seeks a candidate who can help establish the essential systems of organizational practice fundraising and development programs.

The Director of Development will set and achieve fundraising goals, maintain knowledge of fundraisers' interests, and cultivate relationships with fellow employees and volunteers. The successful candidate will build lasting relationships with the community, potential, and current donors and keep them informed on how their financial input contributes to making DI! one of the leading Dance organizations in the country, making the art form more inclusive and diverse. Preferred candidates will be self-motivated, deadline-driven multitaskers.

The Director of Development will be responsible for the following essential functions:

Collaborating with the Executive Artistic Director and board of directors to design and implement a fundraising strategy which adds to the fiscal health of DI! While providing the resources for growth and expansion.

Implementing the evolving strategic plan for DI! in the areas of fundraising and public relations. Evaluate existing programs, forecast for exponential growth, and recommend new offerings consistent with the mission and vision of DI!.

Acting as the catalyst for fundraising and cultivations of donors and volunteers through major and annual giving, corporate and foundation relations, using the following methods:

Cultivating relationships that result in and securing national and local funding

Developing a digital fundraising strategy in conjunction with the Marketing team

Collaborating with a network to identify and build relationships with donor prospects for the annual fund

Cultivating and expanding relationships with major donors

Collaborating with various departments to plan milestones and special fundraising events. Serving as a spokesperson for the organization to the media and the general public, to position and strengthen DI!'s name, recognition, and reputation in the community.

Managing the implementation of appropriate donor management software and overseeing staff responsible for data entry and gift processing.

Administering and overseeing the organization's special events.

Preparing and presenting reports on fundraising activities to executive management and the board of directors.

Serving as grants administrator, writing grant proposals and acknowledgments for grants received. Ensuring compliance by the organization of terms stipulated in the grant award.

### Job Requirements:

Based in the local Philadelphia area.

A bachelor's degree and a minimum of three years professional fundraising/development experience to include applied knowledge of fundraising strategies and donor relations with foundations, individuals, corporations, and other sources.

Demonstrated success in securing major support from private and/or public sources – preferably for educational or arts projects.

Demonstrated success in grant writing and meeting annual goals.

Transparent and high-integrity leadership and a style that motivates people to work hard while having fun.

Comfort with ambiguity, the ability to respond adeptly to rapidly changing priorities, and the ability to work well under pressure. Ability to lead multiple long- and short-term projects simultaneously, meeting all deadlines with the ability to plan, prioritize, coordinate, and manage own work.

Excellent attention to detail.

Proven ability to make decisions and solve problems independently, effectively, and creatively.

Strong written and oral communication skills and appropriate self-confidence and maturity so as to effectively communicate the DII's vision at all levels and across organizational lines in a manner inspiring to staff, board, donors and volunteers.

Availability to work outside of regular business hours.

Must have demonstrated experience in using CRM database management tools and project management software, such as Instrumentl, Asana, and GiveButter.

#### Special Requirements

Position travels nationally and internationally. A passport is required.

#### Benefits

Cell phone stipend

Eight Rest and Rejuvenation Days

Paid Federal and Culturally Specific Holidays

Parking

Relocation expenses up to \$2,500.00

Interested candidates should compile an application packet into a single pdf file that includes;

A cover letter, which describes your affinity for Philadelphia, for the Arts and Black Cultures

A Resume and

Writing sample that is original content (not edited or contributed to by someone other than the applicant).

Submit the complete packet to <https://dance-iquail.breezy.hr/>. For full consideration, please apply by June 15, 2024.

#### About DANCE IQUAIL!

Dance Iquail (DI!) uses the art of dance as a conduit for combating issues of social injustice as primarily experienced by disadvantaged Black Philadelphians. Working in the universal language of movement, DI! is committed to creating and presenting programs that confront the destructive and divisive nature of racism, sexism, violence, drug and alcohol abuse, the needs of the poor, and the importance of family support and unity.

#### Our core values:

Respecting Cultures—we are courteous, curious, and thoughtful

Promoting Creativity—we are supportive, principled, and experimental

Performing Strategically – we are resourceful, proactive, and entrepreneurial Integrating Individuality– we are collaborative, professional, responsive, and uplifting Embodying Diversity – we are inclusive, integral, adaptive, and responsive.

These values are intrinsic to Dance Iquail! and guide how we work together and interact with our core communities, audiences, and supporters.

DI! provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

<http://danceiquail.org/the-company/>

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