

Thursday, February 28, 2019

Director of Individual Giving

Company: STREB, Inc

Location: Brooklyn, NY

Compensation: Compensation will be commensurate with experience. Benefits included.

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STREB, a not-for-profit performing arts organization located in New York City is seeking a self-motivated and experienced professional to join their staff as their new Director of Individual Giving. STREB is dedicated to supporting and performing the work of choreographer Elizabeth Streb at its home space, the STREB LAB for ACTION MECHANICS (SLAM) in Williamsburg, Brooklyn and on tour throughout the world.

The Director of Individual Giving Responsibilities

- Build and implement the plan for managing and growing relationships with individual donors
 - Design and execute new and creative donor engagement strategies to significantly increase funding from existing, lapsed and new individual donors
- Develop robust cultivation, solicitation, and stewardship plans customized for each donor and prospect
- Build and manage relationships with prospects and donors through meetings, personalized outreach, event invitations, and regular communications efforts
- Develop new strategies and test new fundraising techniques to streamline communications and insure brand cohesiveness
- Use sophisticated prospect research techniques to expand the pipeline of prospects
- Develop an entrepreneurial approach to move prospects forward and to secure their financial support
- Create a 12-month event strategy and build strategic invite lists
- Plan and execute donor events including cultivation events and annual gala
- Direct and support Artistic Director, Co-executive Directors and Board of Directors in their fundraising efforts
- Set annual revenue goals

Required Skills

- 3-5 years demonstrated successful experience in fundraising and development in roles of increasing responsibility
- Outstanding inter-personal and communication skills able to share STREB's mission, vision and purpose to a wide range of stakeholders and constituencies.
- Innovative thinker, with a track record for translating strategic thinking into action plans and output
- Ability to thrive in a fast-paced environment and prioritize while working under multiple deadlines
- Knowledge and implementation of development best practices, including using data to make informed decisions
- Excellent computer skills including Microsoft Office, Word, Excel, and PowerPoint

Interested candidates should send their resume to mea@streb.org.

STREB Inc. is an Equal Opportunity Employer. We believe diversity in our staff is paramount to our success as a not-for-profit arts organization serving all communities.

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