

Thursday, February 10, 2022

Chief Philanthropy Officer

Company: Jacob's Pillow Dance Festival
Location: Becket, MA

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Jacob's Pillow seeks an experienced, creative, entrepreneurial Chief Philanthropy Officer to advance the internationally renowned organization's development goals at momentous time in its history. *Jacob's Pillow* seeks a leadership presence to advance the development goals of this internationally renowned institution and national cultural treasure. The successful candidate must have a track record of accomplishment in fundraising, be creative and entrepreneurial in their approach to development, and display great leadership and communication skills. Together with the Board, senior leadership and the development team, the CPO is responsible for raising \$6-\$10 million in annual operating funds. With support from outside development counsel and working closely with the Executive and Artistic Director and the Board's Campaign Committee, the position will also oversee fundraising of an estimated \$20 million for capital and endowment for its new theater over the next three years.

The Pillow has a passionate and devoted patron base that requires a high level of personal stewardship. The CPO must be enthusiastic about developing and maintaining strong relationships with the Pillow's Board and diverse constituencies. In order to effectively lead the passionate team of six, the CPO must have superior management skills and be adept at delegating responsibility to their four direct reports. Successful candidates will also be goal-oriented and have a fluency with data enabling them to oversee reconciliation with Finance, as well as manage reporting and tracking in order to inform strategic decision-making that is data-driven. The CPO is also required to work collaboratively with all other Department Heads (including Marketing, Patron Services, The School, Company Management, Preservation, Finance and Production).

Key Qualifications

- A passion for dance in all its manifestations.
- Five or more years of fundraising leadership experience, including management of teams.
- Demonstrated success in development of a fundraising plan and mobilization of the Board and staff to realize it.
- Experience in soliciting and securing six- and seven-figure gifts.
- Demonstrated success in partnering with organization leadership.
- Excellent verbal and written communication skills.
- Experience in budgeting and financial management.
- Exemplary interpersonal skills, collaborative nature, and appreciation of the value of flexibility.
- Strong leadership skills and the ability to mentor, inspire, and motivate a team.
- Understanding of and aptitude for effective use of CRM/fundraising databases; comfort with using, learning and managing standards of current technology.
- Current driver's license and ability to travel

Jacob's Pillow is a registered 501(c)(3) not for profit organization that provides equal opportunity for all employees and applicants for employment without regard to race, color, creed, religion, gender, sexual orientation, national origin, age, marital status, mental or physical disability, pregnancy, military or veteran status, or any other basis prohibited by state or federal law. This policy also prohibits employees from harassing any other employee for any reason including, but not limited to, race, religion, sex, national origin, age, or disabled status.

Vaccination and Covid Policies: Presentation of proof of fully vaccinated against COVID-19 is a condition of employment.

For detail and information, please visit www.developmentguild.com.

To Apply: Please email your cover letter and resume in confidence to: thepillow@developmentguild.com.

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