

SAN FRANCISCO BALLET

Major Gifts Officer

San Francisco Ballet seeks an energetic individual with stellar interpersonal skills to identify, engage and actively solicit donors supportive of the Ballet's annual fundraising and endowment goals.

Founded in 1933, San Francisco Ballet is the oldest professional ballet company in the United States with a rich tradition of artistic "firsts" that include the first American productions of *Swan Lake* and *Nutcracker*, the first 20th-century American production of *Coppélia*, and in 2017 the North American premiere of *Frankenstein* (co-produced with London's Royal Ballet). Under the direction of Helgi Tomasson since 1985, the Company has achieved an international reputation as one of the preeminent ballet companies by commissioning new works, helping young talent to evolve and mature, acquiring existing works by master choreographers, and introducing new interpretations of classic full-length productions. The San Francisco Ballet School is the nation's oldest professional ballet school, and also offers numerous programs that bring the magic of classical dance to schools and a diverse Bay Area Community. Over the years, Tomasson has crafted a reputation for San Francisco Ballet as a leader in the field by offering powerful and entertaining dance performances, education and public programs that engages audiences of all ages and backgrounds.

San Francisco Ballet is led by an experienced senior executive team including a dynamic new Chief Development Officer and an active and engaged Board of Trustees. It employs an administrative staff of approximately 80. The current annual operating budget is \$50M, with approximately \$18M received from contributed revenue. The current value of the Ballet's endowment is approximately \$120M.

Reporting to the Chief Development Officer, the Major Gifts Officers will join a passionate and committed development team of approximately 16 professionals who collaborate closely on identifying and moving prospects through stages of deepening donors' commitment. The successful candidate will love dance and the arts, possess a kind of driven grace, be an inveterate advocate and salesperson for San Francisco Ballet, and be results-oriented.

PRIMARY FUNCTION

The Major Gifts Officer's focus is on comprehensive giving to grow unrestricted annual support while promoting and assisting with opportunities for targeted support. He or she is responsible for the identification, cultivation, solicitation and stewardship of donors and prospects capable of making gifts of \$15,000 or more to the annual fund, and to the Ballet's endowment.

The MGO will carry a portfolio of 100+ donors and prospects, and will develop high-touch relationships so that donor's interests are understood, connected to programs and giving opportunities that are meaningful, and that donor recognition is at the highest level. The MGO will develop and execute new strategies to engage next gen Ballet supporters, and those who may not have an obvious connection to the art form.

Additionally, the MGO will have the following responsibilities:

- Using sound fundraising principles, develop and implement detailed fundraising plans to move prospects through stages of deepening commitment necessary to make gifts in excess of \$15,000 to the annual fund and to the endowment;

San Francisco Ballet

Page 2

- Using Tessitura and other tools, leverage data for donor segmentation, monitoring and tracking of fundraising efforts;
- Provide staff support to Trustees and volunteers in fulfillment of their own cultivation and solicitation work;
- Represent the Ballet at all times with the highest degree of professionalism; communicate the Ballet's position on sensitive issues while retaining goodwill with donors;
- Working with events and development staff, plan and execute cultivation events and follow-up efforts; attend donor events and Ballet special events which include evenings and weekends during the December – May season;
- Build collegial and collaborative relationships with development staff, other administrative departments, artistic team, and Trustees.

IDEAL EXPERIENCE and QUALIFICATIONS

- An organized and strategic approach to fundraising with a minimum of three years' experience securing major gifts in a high-performing, data-driven, results-oriented organization that has a reputation for excellence;
- An outcomes-oriented extrovert who uses personal interaction as their primary tool; exceptional written, verbal and presentation skills; comfortable aligning the case for support and creating opportunities for engagement;
- A energetic team-player with a high work ethic; one who will roll up their sleeves where needed;
- An understanding of fundraising systems and how data can be used to manage the fundraising process, enhance donor cultivation and drive fundraising priorities;
- Emotionally mature with a very good sense of humor and the flexibility and sensitivity to work with diverse personalities and situations;
- A college degree is required, and interest in and knowledge of performing arts is preferred.

For further information, please contact:

Lisa Grossman
(650)323-3565 or lisag@moppenheim.com

Mark Oppenheim
(415)762-2640 or marko@moppenheim.com

m/Oppenheim Associates
425 Market Street, Suite 1020
San Francisco, CA 94105

San Francisco Ballet – Major Gifts Officer
May 2018