

## Director of Development

**Term: Full Time Position**

**Posting will remain open until a good fit is found for the position.**

**Alberta Theatre Projects Vision:** A world where minds and hearts are opened through the life-changing experience of theatre.

**Alberta Theatre Projects Mission:** We create community by producing relevant, high quality contemporary theatre; by playing a national leadership role in the development and creation of new Canadian plays; and by bringing audience and artists together in an exchange around the work.

For more information about ATP: <http://atplive.com/who-we-are>

### **Job Description:**

Alberta Theatre Projects is seeking a fundraising professional with a passion for the performing arts to develop and lead fundraising and sponsorship strategies on a full-time basis. The primary responsibility for the position is to develop strategies and lead our Development team in order to achieve organizational fundraising goals. The Director of Development will report to the Executive Director. The position also works closely with the Executive Director, Artistic Director, the Board Development Committee and Development staff to achieve ATP's development goals.

### **Responsibilities:**

- Development of annual and multi-year strategies inspired by ATP's Strategic Plan to achieve individual and corporate philanthropic giving, corporate sponsorship and special events revenue goals. Develop annual fundraising targets and department budgets as well as multi-year projections.
- Lead the development of a new major gifts program.
- Identify and cultivate new individual and corporate donor relationships to achieve ATP's development goals.
- Identify and cultivate growth in ATP's current donor and sponsor relationships.
- Lead and manage the stewardship of donor and sponsor relationships.
- Lead the development of messaging and materials to promote development initiatives that reflect ATP's brand in collaboration with Director of Marketing and communications.
- Lead and manage Development staff.

### **Essential Skills:**

- A passion for performing arts.
- Well-developed leadership talent.
- 3- 5 years of experience in fund development, individual giving and corporate sponsorship with a track record of results. Experience in special events an asset.
- Post-secondary degree.
- Exceptional written and verbal communication skills.



- Ability and enthusiasm for working in a collaborative team environment.
- Ability and enthusiasm for directing and motivating a team.

At Alberta Theatre Projects we are committed to a diverse workforce and a respectful work environment. We are focused on attracting and retaining the best talent by encouraging applications from all qualified individuals from all backgrounds. Please email your resume and cover letter to Sharon Karst, Director of Finance and Administration at [skarst@atplive.com](mailto:skarst@atplive.com). Thank you to all applicants. Only those selected for interviews will be contacted. ***No phone calls please.***