



Director of Individual Giving

Charlotte Symphony Orchestra seeks an experienced development professional who loves music and supports our vision that music, accessible to all and experienced in many forms, unifies and enriches our community.

About the Charlotte Symphony

Led by internationally renowned Music Director Christopher Warren-Green, the Charlotte Symphony is the largest performing arts organization in the region. Core programming runs from September through May and includes Classical, Pops, Movie, and Family series. *CSO On Tap* in local breweries and our *CSO On the Go* neighborhood series are aimed at bringing an intimate and affordable orchestra experience to our wider community. A Charlotte tradition, the Summer Pops series rounds out each season.

As part of our commitment to serve the entire region, the CSO performs everywhere from parks and schools to breweries and senior care centers. We passionately believe that music, accessible to all and experienced in many forms, unifies and enriches our entire community. We are deeply committed to our focus on diversity, equity and inclusion, and look to every aspect of the organization, from our mainstage concerts to our community and education work, to reflect this commitment.

The position

Reporting to the VP of Development, the Director of Individual Giving is responsible for the CSO's direct mail strategy and management and for cultivation, solicitation and stewardship of a portfolio of individual donors giving \$1,000 - \$5,000 annually. Additional responsibilities include management of the CSO's annual gala.

As a key member of the development team, s/he is responsible for contributing to the overall success of the department and achievement of annual financial goals. S/he works independently and as a member of the Symphony's Development team, and coordinates his/her activities with those of other departments, as needed. Concert and event attendance on nights and weekends is required.

Candidate profile

The successful candidate will have five or more years of relevant experience in non-profit fundraising, including demonstrated success in campaign and event management. S/he will have exceptional organizational skills and a demonstrated ability to build relationships with stakeholders, including staff, board members, external partners and donors. S/he will be able to handle confidential information with discretion, be adaptable to various competing demands, and demonstrate the highest level of patron service and response.

A college degree, advanced skills in Microsoft Office (Outlook, Word, Excel, and Power Point) and excellent writing and communication skills are required for this position. Strong skills in donor database management and/or data analysis will give the candidate a competitive advantage.

Compensation

Salary range \$53,000 - \$60,000, depending on experience.

To Apply

Interested candidates should forward a resume to [MHamilton@charlottesville.org](mailto:MHamilton@charlottesymphony.org) with "Annual Fund Manager" in the subject line, along with a short cover note telling us why you want to work for the CSO. Applications accepted via email only, no phone calls please.