

Memphis Symphony Orchestra

Senior Director of Development

Full time Hybrid

Salary range: \$110,000 - \$120,000 per year

Candidates apply by email to: samsargent@hrams.com

Who we are

The Memphis Symphony Orchestra will begin its 75th season this year. We deliver 16 Concerts a season in addition to 60+ education performances, reaching over 34,000 students and 50+ School and Library partners.

We are very proud of our past, but we are working hard to build a better future. Part of that development includes expanding and reinvigorating our team, partners, and processes. We have created a new position, the Senior Director of Development. This position will report to the Vice President of Patron Engagement.

The position's role

This position will lead the project team, which will design, monitor, and manage the processes necessary to deliver donor revenue stream process and goal attainment for all team members. Department team members include grants administration, patron engagement, institutional giving, audience development, and communication.

The Process and Participants

Coordination (or Scrum Master, if you will) will also include the Board and Executive Team members: Board Chair, Board Development Chair, Executive Director, Music Director, and VP of Patron Engagement.

This position is like an air traffic controller; it doesn't fly all the planes, but it creates clarity and feedback to optimize the flow and direction to achieve revenue goals.

What needs to happen

The situation is simple yet not easy; your solution does not need to be complicated. It will be more effective if it has the elegance of simplicity while remaining highly effective. This role is a classic one that defines the present situation, understands the future state, and maps the transition processes to get there. Then execute as an individual revenue producer and team coordinator.

Qualifications and requirements

This position is neither a stay in your office big picture planner nor a hands-on heads-down participant who can't understand or articulate the path to the future; it is a person who can span the spectrum of these skills. So, if that is who you are, let's explore this possibility to shape this revenue

cycle production process and the organization's future. We offer a competitive salary and benefits. Relocation assistance is available. So, you know the drill: put your best foot forward, hit the apply button, attention Sam Sargent, let's see if you have what it takes, and then we can chat.

Candidates apply by email to: samsargent@hrams.com