



Position Title: Campaign Director

Organization: Fountains of Musica Foundation (FOMF)

Reports To: Board of Directors

Employment Type: 1099 Contractor

Location: Nashville, TN

Position Purpose/Summary

The Campaign Director serves as the lead fundraising professional for the Fountains of Musica Foundation (FOMF) and is responsible for planning, managing, and executing the fundraising campaign to complete the iconic Fountains of Musica project.

Working closely with the Foundation Board of Directors, campaign volunteers, donors, civic leaders, and community stakeholders, the Campaign Director will lead major gift fundraising efforts, cultivate philanthropic investments, support public-private partnership opportunities, and coordinate campaign activities designed to secure the resources necessary to achieve campaign goals.

The Campaign Director will be expected to quickly establish momentum, build upon existing donor support, balance strategic leadership with hands-on execution, and advance the campaign toward successful completion. The successful candidate will thrive in a dynamic environment and is motivated by the opportunity to help complete a transformational civic project that will benefit Nashville for generations to come.

Core Competencies

Major Gift Fundraising: Demonstrated ability to identify, cultivate, solicit, and steward major donors while building meaningful partnerships that advance campaign goals.

Campaign Leadership & Execution: Ability to develop and implement fundraising strategies, coordinate campaign activities, and drive measurable progress toward campaign objectives.

Board & Volunteer Engagement: Experience effectively partnering with boards, campaign committees, and volunteer leaders to maximize engagement, leverage relationships, and support fundraising success.

Relationship Building & External Relations: Exceptional interpersonal skills with the ability to build trust and credibility among donors, business leaders, civic stakeholders, public officials, community leaders, and institutional partners.

Strategic & Tactical Execution: Equally comfortable developing fundraising strategy and executing day-to-day campaign activities. Demonstrates a willingness to roll up their sleeves and contribute wherever needed to advance campaign success.

Project Management & Organization: Strong organizational skills with the ability to manage multiple priorities, coordinate stakeholders, monitor progress, and ensure accountability across all aspects of campaign execution.

Communication & Influence: Excellent written, verbal, and presentation skills with the ability to effectively communicate the vision and impact of the Fountains of Musica project to diverse audiences.

Entrepreneurial Mindset: Demonstrates initiative, adaptability, resourcefulness, and accountability in a dynamic environment.

Key Responsibilities

Campaign Strategy & Execution

- Lead the planning, implementation, and execution of the FOMF's fundraising campaign with hyperfocus.
- Develop and manage campaign strategies, goals, timelines, priorities, and performance metrics.
- Maintain a robust donor pipeline and oversee prospect management activities.
- Prepare reports, updates, and materials for FOMF leadership, Board and donors.

Major Gifts & Donor Engagement

- Identify, cultivate, solicit, and steward major donors and prospective supporters.
- Develop individualized engagement and solicitation strategies for key prospects.
- Conduct donor meetings and facilitate meaningful opportunities for donor involvement.
- Prepare proposals, presentations, case statements, and other donor-facing materials.
- Ensure exceptional stewardship and recognition of campaign supporters.

Board & Volunteer Leadership

- Partner closely with Board members, campaign volunteers, and community leaders to advance fundraising.
- Support Board and volunteer recruitment, training, engagement, and accountability.
- Assist Board and volunteers in donor cultivation, solicitation planning, and relationship management.
- Staff campaign committees and provide strategic guidance and administrative support.

Government & Community Relations

- Serve as a representative of the Foundation with public agencies, civic organizations, community groups, and strategic partners. Participate in meetings, presentations, and events that advance awareness and support.
- Identify and pursue public funding opportunities and collaborative initiatives.
- Foster productive relationships with Metro Nashville Council members, Metro departments, and other stakeholders whose support may contribute to project success.

Communications & Community Engagement

- Collaborate with Foundation leadership to promote campaign visibility and community engagement.
- Support public presentations, donor events, campaign gatherings, and recognition activities.
- Serve as an ambassador effectively communicating the vision and impact of the project.

Campaign Operations & Administration

- Maintain accurate fundraising records and campaign reporting systems.
 - Communicate regularly with the accounting/business management firm to ensure all necessary activities are addressed.
 - Coordinate donor communications, meeting logistics, and follow-up activities. Ensure accurate donor acknowledgment and recognition.
 - Manage campaign-related budgets and resources.
 - Perform additional duties necessary to support the successful completion of the campaign.
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Qualifications & Attributes

The ideal candidate possesses the judgment, diplomacy, and relationship-building skills necessary to work effectively with donors, elected officials, civic leaders, volunteers, and community stakeholders while advancing the Foundation's mission and campaign objectives. They are equally comfortable in donor meetings, boardrooms, community presentations, and campaign planning sessions and understand that successful fundraising requires both strategic thinking and disciplined execution.

Required

- Bachelor's degree or equivalent combination of education and professional experience.
- Minimum of seven years of progressively responsible fundraising experience.
- Demonstrated success securing and managing major gifts of \$100,000+.
- Experience working directly with boards, volunteer leaders, and donor networks.
- Proven ability to build and sustain strong relationships with diverse stakeholders.
- Strong project management, organizational, and planning skills.
- Excellent written, verbal, and interpersonal communication skills.
- Ability to work independently while collaborating effectively with volunteer and community leaders.
- High degree of professionalism, discretion, integrity, and sound judgment.
- Ability to attend occasional evening and weekend meetings and events.

Preferred

- Experience leading or supporting a capital campaign, comprehensive campaign, special campaign, or other large-scale fundraising initiative.
 - Experience working with civic initiatives, placemaking projects, community development efforts, or public-private partnerships.
 - Familiarity with the Nashville philanthropic, business, governmental, and civic landscape.
 - Demonstrated success engaging high-capacity donors and community influencers.
 - Experience working with elected officials, public agencies, or community coalitions.
 - Certified Fund Raising Executive (CFRE) credential or comparable professional designation.
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Compensation

The Fountains of Musica Foundation offers a competitive compensation package commensurate with experience and qualifications, which includes:

- Compensation range of \$125,000-\$135,000
- Performance-based incentives
- Flexible work arrangements, as appropriate

How To Apply

Interested candidates should submit a resume and cover letter outlining their qualifications for the position and passion for the FOMF mission by **Friday, September 18**. Materials should be submitted in PDF format to Fountains@parallelsol.com with "FOMF Campaign Director" in the subject line.

About the Fountains of Musica Foundation

The Fountains of Musica Foundation was established to raise the philanthropic resources necessary to complete the vision for the Fountains of Musica, a signature civic enhancement project intended to provide a safe, inviting and inspiring public realm.

Supported by a broad coalition of donors, civic leaders, community advocates, and project stakeholders, the Foundation is focused on securing the investments necessary to bring this important community asset to completion. The transformational project represents a unique opportunity to create a lasting civic legacy enhancing Nashville's cultural landscape and contributing to the vitality of the city for generations to come.