



Manager of Individual Giving

STUDIO TENN | FRANKLIN, TENNESSEE

FULL-TIME · PRIMARILY IN PERSON

REPORTS TO Executive Director

SALARY \$60,000–\$65,000

THE OPPORTUNITY

Some people see an audience. You see relationships waiting to happen.

Studio Tenn is seeking a relationship-driven fundraising professional to help shape and grow individual philanthropy at an important moment in the organization's development. This new Leadership Team position will deepen connections with existing donors while building new relationships among patrons, subscribers and community members.

Working closely with the Executive Director and Artistic Director, the Manager will help shape individual-giving strategy, identify opportunities for growth, and translate new ideas into thoughtful campaigns and lasting donor relationships. The Manager leads the full donor relationship—from identification and cultivation to solicitation, stewardship, renewal and increased giving. Fundraising is an organization-wide responsibility, involving our Board, Patron Services, artists and colleagues.

WHAT YOU WILL LEAD

- Develop, recommend and implement individual-giving strategies to increase donor participation, retention, renewal, upgrades and philanthropic revenue.
- Manage a portfolio and pipeline of donors and prospects, including personal cultivation, solicitation and stewardship.
- Lead annual giving, the Studio Tenn Circle and targeted campaigns with clear goals and measurable results.
- Engage and prepare Board members and organizational leaders for donor conversations; partner with Patron Services to build pathways from patron to donor.
- Create donor communications and stewardship experiences with colleagues; maintain accurate CRM records and use data to identify opportunities and next steps.

WHO WILL THRIVE HERE

We seek someone who believes fundraising begins with relationships, not transactions; is comfortable initiating conversations and making the ask; and brings strong writing, judgment, organization and follow-through. Candidates should have meaningful individual-giving experience, familiarity with a CRM or donor database, and confidence collaborating with executive and Board leadership. Theatre or nonprofit experience is welcome but not required.

HOW WE WORK

This is a hands-on, collaborative role for a self-starter who wants to help build something with others. The position is primarily in person in Franklin and includes selected evening and weekend donor activities and events, with reasonable schedule flexibility.

COMPENSATION & BENEFITS

Annual salary: \$60,000–\$65,000, commensurate with qualifications and experience. Annual performance bonus opportunity of up to 5% based on individual and organizational goals. Medical, dental and vision insurance with Studio Tenn covering 80% of the employee premium; paid time off beginning at 10 days annually and increasing with tenure; five paid sick days; paid company holidays; an additional paid year-end office closure; complimentary and discounted access to productions and programs; and professional development opportunities.

ABOUT STUDIO TENN

Studio Tenn is a year-round professional theatre company and the resident theatre company of the Turner Theater at The Factory at Franklin. With new executive leadership and a growing audience, we are investing in the people, relationships and systems that will strengthen our organization and expand its artistic and community impact.

HOW TO APPLY

Email a résumé and substantive cover letter to **Mark Fleischer, Executive Director**, at markfleischer@studiotenn.com, with “**Manager of Individual Giving**” in the subject line. Please address:

1. An individual-giving program or campaign you helped build or grow, including your personal role and results.
2. A donor relationship, solicitation or gift you personally helped move forward and how you approached the relationship.
3. What interests you about strengthening individual giving at Studio Tenn at this point in its development.

References will be requested later in the selection process. Full position information: studiotenn.com/work-with-us

Studio Tenn is committed to an inclusive, collaborative and respectful workplace and welcomes candidates from diverse backgrounds and experiences.