

Director of Development

The Position:

[Summit Search Group](#) has partnered with [Royal Manitoba Theatre Centre \(Royal MTC\)](#) on the recruitment of a Director of Development. Our client, the Royal Manitoba Theatre Centre (Royal MTC), is a professional not-for-profit theatre company and Manitoba's flagship theatre. Each season, Royal MTC produces ten plays on two stages, a regional tour of Manitoba, a wide range of youth programming and the Winnipeg Fringe Theatre Festival. Royal MTC is currently seeking a Director of Development with diverse fundraising experience to cultivate strong relationships and lead the Development team to further enhance the theatre's development activities.

The recent appointment of new Executive Director Evan Klassen, combined with high-performance Development and Senior Leadership teams currently in place, culminate in an exciting time for Royal MTC that brings with it considerable opportunity. This is an exceptional role for a strong relationship builder and a driven leader who is looking for a high impact career in the arts sector.

The Role:

The Director of Development is a member of the highly collaborative and dynamic Senior Leadership team. The successful incumbent will report to the Executive Director, and will work closely with the Artistic Director, the Board of Trustees, the Development Staff and volunteers. The Director of Development is responsible for leading and maximizing Royal MTC's development activities, including comprehensive annual individual campaigns, a robust sponsorship program, corporate and foundation giving, and two major annual fundraising events.

In addition, this position will be responsible for growing the Founder's Circle (planned gifts), the Steven Schipper Endowment Fund (held at the Winnipeg Foundation), and other stewardship and acquisition events. An expanding area of focus for this role is major giving, where the successful incumbent will align the goals and passion of generous supporters with the exciting opportunities and innovative programming offered at Royal MTC.

Responsibilities:

- Set and achieve fundraising strategies and revenue goals with the Executive Director and Board and volunteer committees.
- Evaluate and enhance long-term fundraising strategies and offerings.
- Grow Royal MTC's donor and supporter network in a sustainable way, through development, research, and the implementation of strategies and activities for donor cultivation, solicitation and recognition.
- Develop new private sector revenue opportunities and relationships for Royal MTC.
- Manage corporate sponsorship and corporate donation programs.
- Work closely with the Executive and Artistic Directors, Board Members, Foundation Trustees and Development Committees to meet fundraising targets and campaign expectations.
- Provide day to day leadership, expertise and mentorship to Development staff.

Qualifications:

- Minimum of 5 years of senior full-service fundraising experience is required, ideally in a not-for-profit environment.
- Relevant post-secondary education or an equivalent combination of education and experience is required; practical knowledge of the fundraising ecology in Winnipeg.
- Professional fundraising designation (CFRE) is considered an asset.
- Demonstrated hands-on experience designing and managing successful fundraising campaigns, sponsorship, planned giving and major gift programs.
- Strategic thinker who will drive new initiatives and enhance existing opportunities.
- Exceptional ability to build, navigate, and maintain relationships.
- Exceptional written, oral, and presentation skills.
- Strong interpersonal and leadership skills with the ability to gain the respect and support of a variety of stakeholders, including Board members, management, donors and community members.
- Passionate about theatre and/or live performance.

Royal MTC offer a competitive salary range of \$75,000 - \$95,000 for qualified applicants based on experience and expertise. This reflects their commitment to attracting and retaining top talent and providing opportunities for growth and advancement.

Are you Interested in the position? For more information, or to submit your resume, please reach out to [Gail Eckert](mailto:Gail.Eckert@summitsearchgroup.com), Director, at Summit Search Group, Gail.Eckert@summitsearchgroup.com

Please Apply by our deadline of October 21, 2024 – 4:00pm

Royal MTC is committed to creating an inclusive, anti-racist environment for all employees, and aims to attract a workforce that reflects and shares these values. Royal MTC encourages qualified applicants who self-identify as Indigenous, Black, and People of Colour (IBIPOC) and are dedicated to accommodating applicants with disabilities throughout the hiring process.