**SENIOR DEVELOPMENT OFFICER Position Announcement:**

Senior Development Officer reports to: Vice President of Advancement

As part of the external fundraising team, the Senior Development Officer will be responsible for developing, cultivating, and maintaining strong relationships, primarily but not exclusively, with professional advisors as well as individual donors, to engage individuals and corporations in charitable giving, and to build the Dayton Contemporary Dance Company’s assets by establishing new funds.

**Core Functions**

* Actively identify, cultivate, solicit, and close gifts or funds from new donors (individuals, nonprofits, families, corporations), and assist them in the establishment of new funds at DCDC (donor-advised funds, testamentary funds, field of interest funds, supporting organizations, agency funds)
* Provide leadership in growing the Dayton Contemporary Dance Company’s corporate outreach strategies
* Steward fund holder relationships (individuals, families, agencies, corporations and testamentary), in order to: Ensure an optimal client experience,
* Grow funds strategically, Solicit unrestricted gifts and/or support for company programmatic impact.
* Strategically grow our network of professional advisors so that it becomes a growing source of referrals for DCDC; establish and maintain active relationships with professional advisors through networking, meetings, and other strategies

**Secondary Functions**

• Collaborate with the Dayton Contemporary Dance Company’s advancement’s team to develop individual granting plans for assigned donors who seek a higher degree of DCDC input and education in their philanthropic plans

• Lead strategy, research, and cultivation efforts for strategic priority groups

• Engage in community promotion, advocacy, and education efforts which will advance DCDC’s image and visibility and increase awareness of its fundraising and programmatic opportunities

 **Standard Qualities**

• Passion for the mission of DCDC

• Strong commitment to professional excellence and an annual program of professional development related to fundraising and/or planned giving

• Ability to self-manage and work independently, but also collaboratively • Excellent oral and written communications skills

 **Skills and Competencies**

• Bachelor’s degree; CFRE, and/or work experience is highly desirable

• At least four years of professional fundraising, donor relations, alumni relations, or sales experience

• Experience in working and developing strong relationship with diverse individuals

• Interest in the artistic endeavors

• Disciplined, regular use of a central database/ client relationship management system to document all donor and prospect contacts to plan future work

• Strong knowledge of philanthropic practices, ethical standards, gift acceptance policies, and fund type implementation

• Knowledge of all programmatic work of the Dayton Contemporary Dance Company to leverage in the representation of opportunities for investment

**About DCDC**

**Location: Dayton, OH**

In fulfillment of DCDC’s mission 52-year-old history, its two main goals are to: 1) create, perform and tour dance art of exceptional quality, and 2) deliver premier arts-integrated education services to the local community and while on tour.  In addition, a robust digital program has evolved for all live performances and educational offerings.  DCDC is the second oldest African American dance company in America.

DCDC serves approximately 60K people every year both locally and while on tour.  We also serve approximately 25K a year through our K-12 arts-integrated education programs.

Community programming is another robust area with dance performances in parks and local areas, community centers, churches and more.  DCDC also provides dance and movement classes in diverse community sites.  There are also presentations during conferences, meetings and more to reach a broader community audience.

DCDC tours locally, nationally and internationally, including Bermuda, Canada, Chile, France, Germany, Russia, and South Korea.

Teaching, Learning, and Caring (TLC) is the dance company’s portfolio of arts-integrated education services. Arts-integrated education uses an art form, such as dance, to reinforce curriculum content through a kinesthetic learning method based on a body/mind interaction. In the schools, pre-K through 12, TLC abides by the Ohio Academic Content Standards required in the schools. The main TLC program offerings are *Building Blocks to Readiness*; *Inspiration, Creation, Innovation* (a STEAM program); *Moving Toward Excellence*; and *Steps on the Stairs* as well as a host of narrated-demonstrations, which are dance performances adapted to curriculum requirements in schools and universities.

Though largely focusing on pre-K through college students, TLC also addresses the learning needs of all ages, including senior citizens. Special partnerships with University of Dayton and Central State University, Wright State University and Sinclair Community College allow the company to reach college-age students as well.

**Application Deadline: July 19, 2021**

Compensation: This position offers competitive compensation and excellent benefits, in line with the field of philanthropy.

To Apply: Please submit cover letter, resume, three references, and salary expectations to Dyoung@dcdc.org

No phone inquiries, please.

DCDC is an equal-opportunity employer. People of diverse backgrounds are strongly encouraged apply