

Main Street Theater
Director of Development

Main Street Theater, a nationally recognized professional theater in Houston, TX, is hiring a Director of Development. We are seeking an individual passionate about the performing arts with either solid non-profit fundraising experience or related marketing or sales experience.

The Director of Development will work closely with the Executive Director and the Board of Directors in all development and fundraising endeavors to meet the annual operating expenses to ensure the theater fulfills its mission.

The Director of Development will be responsible for growing the individual and corporate support for the company by identifying and personally engaging with new sources. In the same way this individual will be responsible for increasing contributions from existing donors, where feasible.

The Development Director plans, directs and coordinates the annual fund campaign.

The Director of Development will enhance donations through targeted donation requests and donor engagement activities and communications.

The Director of Development will act as liaison between the staff and the board of directors by communicating theater's fund development strategic plan, providing on-going education to equip board of directors in identifying donor and board prospects, and actively working with the finance committee to create a balanced funding mix of donor sources and solicitation programs tailored to the needs of the organization.

Qualifications:

We are looking for excellent communication skills and a thorough understanding of the sales nature of this position.

A proven track-record of nonprofit fundraising from individual and corporate sources is ideal; however a background of at least three – five years in sales or marketing of the arts or other non-commodity products is also acceptable.

Main Street Theater allows some remote work; however, this is a Houston-based position.

Salary: \$65,000 - \$80,000 depending on experience

Benefits: Health, Dental and Eye insurance.

Generous personal time off and paid vacation.

Please submit a letter of interest with a resume to rudden@mainstreettheater.com

Resumes with accompanying cover letters will be accepted until February 15, 2023 at which time the committee will review all submissions and contact individuals for first interview.