

# canadianstage

**POSITION TITLE:** Director of Development

**STATUS:** Full-time permanent

## **THE ORGANIZATION**

Under the direction of Artistic Director Brendan Healy, Canadian Stage develops, creates and presents contemporary, multi-disciplinary performing arts, sharing new and innovative stage work from Canada and around the world with its audiences and the Canadian arts community. Canadian Stage takes measured risks and pushes the boundaries of form and style, integrating theatre, dance, music, multimedia, and more. By acting as a home, incubator, and exporter of leading Canadian and global performance, Canadian Stage reinforces the presence of Canadian art and artists within an international cultural dialogue.

The company was founded in 1987 and performs in four distinct venues: the 876-seat Bluma Appel Theatre in the St. Lawrence Centre for the Arts, the Berkeley Street facility with the 246-seat Downstairs and 167-seat Upstairs Theatres, and the 1,100-seat outdoor High Park Amphitheatre. The Company currently employs 35 full-time staff, 20 part-time staff, and over 100 artists each season, serving an annual audience of over 85,000, as well as over 25,000 participants in outreach and education programs

The Canadian Stage Company has recently renewed its commitment to developing and presenting contemporary theatre and recognizes that increasing and diversifying its audiences and ensuring the highest level of artistic excellence are critical to its future success. The Company believes strongly in collaboration with artists and other theatre organizations to bring Canadian voices and stories to its audiences.

## **THE POSITION**

Canadian Stage is seeking an experienced fund-raiser to fill the full-time position of Director of Development. The Director of Development is the Chief Development Officer for the company and is therefore responsible for the oversight, planning, and implementation of a comprehensive plan to broaden the donor base and increase overall financial support from individuals, corporations, and foundations.

The Director of Development is part of the senior management team. The current annual operating budget is approximately \$8 million and the current annual goal for contributed revenue is \$3.1 million. Direct reports to the Director currently include the Managers of Individual Giving, Corporate Partnerships, and Special Events, as well as a department administrator. It uses AudienceView as its CRM software.

The Development Department's responsibilities include: strategic/financial planning for contributed revenue growth; research and analysis; board liaison; donor cultivation and stewardship; and special events.

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## QUALIFICATIONS

We seeks an individual with 7+ years of experience in fund-raising, preferably in a cultural organization; a bachelor's or master's degree; and a thorough groundings in all aspects of fund-raising including major gifts, capital and annual campaigns, board development, sponsorships, patrons programs, and event coordination.

This position requires strong interpersonal, analytical, and organizational skills, and a strategic approach to development planning. Excellent written and verbal communication and presentation skills. The ability to work with committees, funders, sponsors, and individual donors is important.

## APPLICATION PROCESS

Salary commensurate with experience. Interested candidates are invited to submit a letter of interest, resume, and list of references by **Friday December 7, 2018 in confidence** to:

Margaret Genovese  
Senior Partner  
Genovese, Vanderhoof & Associates  
77 Carlton Street, Suite 1103  
Toronto, ON M5B 2J7  
[gvasearch@gmail.com](mailto:gvasearch@gmail.com)

For additional information: [genovesevanderhoof.com](http://genovesevanderhoof.com), [canadianstage.com](http://canadianstage.com)

Preference given to qualified Canadian applicants.