



## **Position Available**

### **Manager of Development Souls Grown Deep Foundation & Community Partnership**

#### **Mission Statement**

*Souls Grown Deep Foundation & Community Partnership is dedicated to promoting the work of Black artists from the American South and supporting their communities by fostering economic empowerment, racial and social justice, and educational advancement.*

#### **About the Position**

Souls Grown Deep Foundation & Community Partnership seeks a Manager of Development at an exciting time of opportunity. Souls Grown Deep (SGD) has received over \$3 million in donations over the past 24-month from hundreds of donors, including the David Rockefeller Fund, the William and Flora Hewlett Foundation, and MacKenzie Scott. SGD is seeking an accomplished professional to help secure ongoing support of its mission. SGD's Manager of Development will bring the vision, drive, and creativity to reach ambitious fundraising goals with an eye toward growing high-end stewardship, principal and major gifts, campaigns, and opening new revenue sources. The Manager of Development will be a passionate and knowledgeable advocate for the arts, an inspiring and effective leader and manager, an articulate and persuasive communicator, and a relationship-builder of the highest integrity. This is a unique opportunity to work with a cadre of talented colleagues and Board members and to position a strong development program for significant growth in the future.

#### **Position Highlights**

Reports to the President. The Manager of Development will create an environment where the President can be most successful working with the SGD's donors and prospects. The President will need a strong leader who can articulate both the challenges and the possibilities of funding opportunities and will be his partner in working with senior staff and the Board of Directors in reaching development goals.

SGD's Manager of Development will need to be a highly skilled and effective fundraiser and manager who has a proven track record of securing significant gifts and will carry a portfolio of top donors and prospects along with the responsibility for growing and managing a nimble development operation. This will require a professional who can envision new partnerships and engage new audiences, set and exceed goals and expectations, initiate and grow authentic relationships, motivate and inspire action in others, all while raising more unrestricted support,

restricted support for key initiatives, and endowed funds that will build a strong foundation for SGD's growth.

The Manager of Development must be an effective manager with a history of improving systems and processes. This position offers an ambitious, energetic and forward-thinking leader with a passion for the arts and social justice the opportunity to partner with SGD's leadership.

## **Duties and Responsibilities**

### ***Leadership***

- Provide innovative, visionary and strategic operational planning and leadership for development activities.
- Serve as an active and collaborative member of the President's leadership team.
- In collaboration with the President, be an effective partner with SGD's Board of Directors regarding development goals and keep them informed with regular reports on development progress, challenges in meeting goals, data analyses and projections and stories of donor giving.
- Be a passionate, visible and informed advocate for SGD and serve as one of its key spokespersons, actively seeking opportunities to engage with the broader community and to participate in events that position SGD for improved fundraising or visibility.

### ***Fundraising and Stewardship***

- Identify, cultivate and successfully solicit major gifts from a diverse group of individuals, corporations and foundations. Ensure high-quality and appropriate stewardship of donors at all gift levels.
- Manage a portfolio of top donors and prospects, and assist and support the President with his portfolio of top donors and prospects.
- Ready SGD for future campaigns and fundraising events.

### ***Planning and Management***

- Create an ambitious, comprehensive, written annual development plan and calendar with clearly defined goals, objectives, timelines and assignment of responsibilities.
- Create, manage and monitor an annual development program budget and track progress through monthly and annual reports.
- Oversee and evaluate all processes and procedures related to prospect identification, donor engagement and stewardship activities, and contributions management.

### ***Qualifications***

- A bachelor's degree required; advanced degree desirable.
- Experience in a nonprofit organization, cultural or educational institution, or equivalent preferred, with a working knowledge of development, including major gifts, annual giving, corporate and foundation giving, planned giving, campaigns and research. Experience with arts-related organizations is a plus.
- A proven record of personal achievement exceeding ambitious revenue targets.
- Ability to work remotely.
- Proficiency in setting goals and evaluating and communicating success.

- Exceptional planning and organizational skills. Results and detail-oriented with the ability to set and meet deadlines. Able to construct, articulate, implement and evaluate written development plans and budgets.
- Excellent written and oral communication skills; attentive listener; and engaging storyteller able to plan and execute strategic communications to advance philanthropic initiatives and achieve goals.
- Ability to engage diplomatically with and engender the trust of donors, colleagues, board members and other stakeholders at all times.
- Able to attract, influence, engage and build long-term relationships with all types of donors and key stakeholders.
- Energetic and skilled networker who enjoys community engagement, attending events, and participating in activities to position SGD for success.
- Commitment to diversity and a history of working effectively with all people irrespective of their economic status, ethnicity, gender, educational level or sexual orientation.
- Confident self-starter.
- Demonstrated commitment to SGD's mission and a passion for art and social justice.

***Compensation***

Commensurate with experience and abilities and reflective of salary levels in similarly sized cultural institutions and nonprofit organizations.

**To apply: Submit one document that includes your cover letter (providing your salary requirements and how you learned about the position) and your resume and send via email to: [employment@soulsgrowndeeep.org](mailto:employment@soulsgrowndeeep.org).**

Applications will be accepted until June 15, 2022, or until the position is filled.

Souls Grown Deep is an Equal Opportunity Employer and values diversity in its workforce.

Writing samples, a short presentation, and three references will be required from finalists.