



OPERA – TELLING STORIES THAT MATTER

Manitoba Opera was founded in 1969 by Justice Kerr Twaddle and a group of individuals dedicated to presenting opera to Manitobans. One of the five largest performing arts organizations in Manitoba, Manitoba Opera is the only full-time professional opera company between Toronto and Calgary that presents staged productions with full orchestra. Now in its 46th season, Manitoba Opera (MO) produces two fully staged productions annually in the 2,145-seat Manitoba Centennial Concert Hall. MO regularly tours to city schools and occasionally to other regions of the province. The company also offers a rich array of educational programming in schools and community centres.

DIRECTOR OF DEVELOPMENT

The Opportunity:

The Director Development is a senior member of Manitoba Opera's management team. Reporting to the General Director, the Director of Development will be responsible for providing strategic leadership to the MO's development department and its activities. The successful candidate will be responsible for leading and maximizing MO donor relations and revenue targets. The Director of Development will be accountable for meeting annual fundraising goals and objectives, while maintaining active and productive relationships with key stakeholders, including funders, donors, sponsors, volunteers and trustees.

Key Responsibilities:

- Set and achieve fundraising strategies and revenue goals with the General Director;
- Lead all fundraising campaigns, activities and events, including: annual giving, major gifts, sponsors, corporate and foundation giving, planned giving, endowment, special events and designated campaigns;
- Advance and strengthen MO's sponsorship and corporate support program;
- Manage all strategies and activities for donor cultivation, solicitation and relations;
- Develop new private sector revenue opportunities and relationships for MO;
- Work with the General Director, Board of Trustees, Development Committees to meet fundraising targets and campaign expectations;
- Provide analysis of campaign yields to identify donor trends, threats and opportunities;
- Create and monitor departmental and campaign budgets;
- Provide leadership to the department in all respects, including hiring, training, day-to-day management and motivation of Development staff;
- Coordinate research and implement strategies to retain current donors and develop new ones

Selection Criteria:

- Relevant post-secondary education or an equivalent combination of education and experience is required;
- Professional fundraising designation (CFRE) is considered an asset;
- Advanced Knowledge of fund development theory, principles, ethics and practices
- Minimum of 5 years of senior experience in the professional fundraising field, ideally in a not-for-profit environment;
- Demonstrated hands-on experience designing and managing successful fundraising campaigns;
- Track record of generating growth in private sector revenue;
- Exceptional written, oral, presentation and organizational skills;
- Strong interpersonal and leadership skills with the ability to effectively gain the respect and support of various stakeholders, including Board members, management, donors and community members.

Manitoba Opera is committed to achieving employment equity, therefore encourage applicants to self-declare in Cover letter if Indigenous (*First Nation includes Status, Treaty or Non-Status, Metis and Inuit*).

Please forward your Cover letter and Resume to: mbopera@mbopera.ca