



JOB POSTING

MANAGER OF LEADERSHIP GIVING

POSTING DATE: *July 9, 2024*

REPORTS TO: *Director of Philanthropy*

The Kansas City Symphony seeks an experienced philanthropy professional to join its thriving team. As Manager of Leadership Giving, you will work closely with all other departments to support the business and strategic objectives at one of Kansas City's leading cultural institutions and one of America's major orchestras.

- **POSITION SUMMARY:** The Manager of Leadership Giving is responsible for nurturing relationships with donors currently giving, or with the potential to give, \$5,000 or more. The Manager oversees the identification, cultivation, solicitation, and stewardship of these donors, incorporating major gift and deferred (planned) giving strategies.

The Ideal Candidate will have:

- Bachelor's degree or equivalent work experience, plus three or more years in nonprofit fundraising.
- Direct experience in solicitation of major gifts and a working knowledge of planned giving techniques and best practices required.
- Familiarity with and/or interest in symphonic music is preferred, but not required.
- Excellent interpersonal, time-management, and organizational skills, and attention to detail.
- Must be a highly motivated, creative problem solver with a commitment to achieving goals.
- Experience with a donor or customer relationship management system is required. Experience with Tessitura a plus.

COMPENSATION: \$70,000-\$80,000 annual salary or more, commensurate with experience. The Kansas City Symphony offers a very rich suite of benefits including a PPO health insurance plan with dental and vision benefits, along with a 403(b) plan with employer match, disability insurance, and maternity benefits.

ABOUT THE ORGANIZATION: Founded in 1982, the Kansas City Symphony has rocketed to become one of the top 25 orchestras in the United States. During its 42-week season, it performs a huge range of orchestral and chamber music in its performance home, Helzberg Hall, at the Kauffman Center for the Performing Arts. The musicians of the KCS also perform throughout the Kansas City metro region on a portable stage, the Mobile Music Box. Starting in July 2024, the orchestra will welcome conductor and composer Matthias Pintscher as music director. Matthias regularly conducts many of the world's best orchestras and opera companies and ranks as one of the world's foremost composers of orchestral music. The Symphony includes 80 full-time musicians from around the world who call Kansas City home. Every season, dozens of soloists of all genres perform with the KCS and it also accompanies films, playing the soundtrack live as the movie is projected on Helzberg Hall's giant screen. Between concerts at the Kauffman Center, performances on the Mobile Music Box, and community events like Celebration at the Station, the Symphony aspires to serve all Kansas City through music.

If you are interested in joining an organization that is not only fanatical about symphonic music but also about the transformational effect that this living art form can have on people's lives, we invite you to apply by submitting a cover letter and resume to Megan Hanna at mhanna@kcsymphony.org,



The Kansas City Symphony is an Equal Opportunity Employer. We encourage applications from all qualified individuals without regard to race, color, religion, gender, sexual orientation, gender identity or expression, age, national origin, marital status, disability, or veteran status.