



# THE ART EFFECT

## **DIRECTOR OF DEVELOPMENT Poughkeepsie, NY**

### **THE ART EFFECT**

For 40 years The Art Effect has empowered youth to develop their artistic voice to shape their futures and bring about positive social change. A product of multiple mergers over the years including Mill Street Loft, Spark Media Project, and Barrett Art Center, The Art Effect based in Poughkeepsie, NY helps young people in the Hudson Valley explore, experience, and excel in the arts. Our diverse programming and talented teaching artists introduce individuals to visual arts and media, giving them the opportunity to develop real skills in these fields, and guiding them towards achieving their academic and career goals.

The Art Effect is looking for a full-time Director of Development to be an effective partner The Art Effect's dynamic and enthusiastic staff, the Executive Director, leadership team, and Board of Directors in guiding the organization to fulfill an ambitious mission.

#### **POSITION SUMMARY**

The Art Effect's Director of Development is responsible for the planning and implementation of a well-rounded fundraising strategy that provides for the short and long-term needs of the organization. The Director of Development will supervise the Development Associate, who supports grant management, grant writing, reporting, and gift acknowledgment; and work closely with the Executive Director and the Managing Director, to cultivate individual donors and plan fundraising events, and campaigns. The Director of Development must be a well-rounded fundraising professional with communications acumen; a team player; and able to manage multiple deadlines and priorities on a daily, weekly, quarterly, and annual basis.

#### **RESPONSIBILITIES/DUTIES**

Oversee development strategies to raise over \$1+ million for The Art Effect annually

- Institutional Giving:
  - Manage institutional giving strategies, including the cultivation of institutional relationships. Oversee grants management, including the grants calendar (maintained by the Development Associate), to ensure grant compliance and the timely submission of all narrative and financial reports
  - Identify, research, and develop new corporate, foundation, and governmental grant prospects for the organization's fundraising priorities

- Review and develop grant proposals to solicit institutional, private, corporate, and government funding sources
- Individual Donor Relations
  - Advise on individual donor giving, including all aspects of direct donor mailings, events, and biannual appeals in coordination with our Managing Director
  - Partner with the Executive Director, Managing Director, and Board on major gifts, planned giving, and creation and growth of individual giving framework.
  - Supervise Development Associate in supporting donor tracking acknowledgment, and prospecting
- Events and Engagement
  - Ensure successful annual fundraising and cultivation events, including Art After Dark, working with our event committee and team of staff
  - Support Institutional Advancement Committee and serve as Board liaison to engage individuals in giving strategies and campaign development
- Organizational Building
  - Articulate and lead a clear annual development plan and incorporate departmental short and long-term goals, benchmarks that reflect growth, specific targets for various areas of giving, and other necessary objectives
  - Understand and uplift The Art Effect's values and practices around equity, inclusion, accessibility, and sustainability
  - Provide strategic and creative leadership as part of The Art Effect's leadership team.

## EXPERIENCE/SKILLS

- 10+ years of experience in progressively senior development roles
- Experience in nonprofits a must; experience in arts or youth development a plus
- Experience in marketing and communications strategies
- Expert writer and communicator
- Able to prioritize multiple tasks and deadlines
- Knowledge of CRM databases - CiviCRM ideal
- Knowledge of the arts and culture philanthropic community, familiarity with New York State and the Hudson Valley region is advantageous

## TO APPLY

This is a full-time position offering medical and dental benefits, 401K, paid time off, and others. Salary range: \$80,000-\$95,000.

Please email cover letter, resumé, and 3 references to [employment@thearteffect.org](mailto:employment@thearteffect.org). Applications will be accepted on a rolling basis. No phone inquiries will be accepted.

Learn more about us at [thearteffect.org](http://thearteffect.org)