INSTITUTIONAL SUMMARY
Giordano Dance Chicago illuminates beauty and invigorates the world with deep connections.

As one of the longest-running jazz dance companies in the world, Giordano Dance Chicago (GDC) occupies a singular position within the local, national and international dance communities. Guided by foundational commitments to Diversity, Equity, Inclusion and Access, we embrace Four Core Values:

Legacy  GDC honors its 58 year history of creating and presenting exuberant jazz dance, acknowledging and celebrating the cultures and traditions that provide the foundation of this work.

Diversity & Inclusion  Art is meant to be seen, shared, and performed by all. We are committed to being inclusive in all that we do through fostering communities of dancers, students, audience members, donors, staff and board members and reaching people of all backgrounds through our commitment to artistic excellence, inclusivity, and equity.

Community  GDC values the power of collaboration, respect, and integrity across local, national, and international communities.

Innovation  GDC embraces change for growth. We operate the organization by thoughtfully and fearlessly incorporating boldness, innovation, and occasional disruption. Our intention is to lead our field.

Stated simply, Giordano Dance Chicago offers to all the universal and life-affirming experience of witnessing dance that is powerful, passionate, elegant, and celebratory.

POSITION OVERVIEW
Giordano Dance Chicago seeks an energetic and passionate leader to join its senior leadership team in the position of Director of Development. The Director of Development oversees the full breadth of Giordano Dance Chicago’s fundraising efforts—individual giving, foundation, corporate, public sector, and annual benefactors. The position is responsible for developing and executing an integrated fundraising strategy to secure $1+ million annually to support all programming.

The Director will be a valued team member, working intimately with the Executive Director and Artistic Director and collaborating with the entire administrative team, and serving as a primary liaison to the Board of Directors’ Governance & Nominating and Development & Special Events Committees.

The ideal candidate has a broad understanding of Chicago’s philanthropic and cultural communities, meaningful team management experience, development experience (with an emphasis on individual giving, major gifts, and corporate partnerships), and relationships with both local and national foundations that support the arts and education. Experience with capital campaigns is a plus. The candidate will guide the recruitment, hiring, and management of a development team comprising an Individual Giving Manager, a Grants Writer, and Development Intern.

This is a full-time salaried position. Benefits include healthcare, flexible schedule, some work from home, two weeks paid vacation, paid time off for year-end shutdown, and complimentary tickets for local performances.
RESPONSIBILITIES
- Catalyze an internal commitment to building a superlative culture of philanthropy.
- Engage the wider organization and lead the Development Team to create and implement an annual contributed income strategy and donor recognition program to achieve individual, institutional, corporate, and event-based financial goals.
- Lead select Board Committees (Governance & Nominating, Development & Special Events), engage these committees and members of the Board in fundraising activities, and provide accurate and timely financial reporting.
- Support the Executive and Artistic Directors in their development activity, including both strategy and execution for individual and institutional prospects.
- Develop a major gifts program and maintain a portfolio of 50—75 major donors and prospects for personal cultivation, solicitation, and stewardship.
- Lead strategy development and implementation for annual benefits, which generate $450K+ annually.
- Ensure best practices are in place for development operations, including the donor database, acknowledgement process, and prospect research.
- Manage the Development team, providing support and guidance on all aspects of their work.

QUALIFICATIONS AND EXPERIENCE
- A leader, with 5+ years of development/fundraising experience with expanding responsibilities, including demonstrated success in annual fundraising. Experience in endowments/capital campaigns is a plus.
- A motivated contributor, with significant experience soliciting and securing major gifts from private and public sources, institutional planning, and experience working with Boards.
- A strategic thinker, possessing solid problem solving and analytical skills, with budget and P&L experience. Knowledge and experience with fundraising management systems (Salesforce, Patron’s Edge, Tessitura) required; deep experience with Salesforce is a plus.
- A natural communicator, possessing strong verbal and written communication skills and the ability to communicate complex stories about the institution and its programs in a simple, straightforward way.
- A well-organized and thoughtful planner able to analyze data clearly, set priorities and guide a team. Able to manage the intimate details necessary to succeed, without losing focus on larger overall objectives.
- A multi-tasker, able to prioritize multiple projects, to lead in a fast-paced environment, and to provide professional development for staff.
- All with relevant experience are enthusiastically encouraged to apply; Bachelor’s degree is preferred but not required.

Statement of Non-Discrimination
Giordano Dance Chicago is an equal opportunity employer. We will not discriminate and will take action to ensure against discrimination in employment, recruitment, advertisements for employment, compensation, termination, upgrading, promotions, and other conditions of employment for any employee or job applicant on the bases of race, color, gender, national origin, age, religion, creed, disability, veteran’s status, sexual orientation, gender identity or gender expression.

HOW TO APPLY
Submit resume, cover letter, writing sample, and references to jobs@giordanodance.org

Application deadline: Friday, May 28, 2021