



ORGANIZATION DESCRIPTION:

Drayton Entertainment is a registered, not-for-profit charitable organization and one of Canada's most successful professional theatre companies. We present the finest in live theatre for all ages at seven unique venues across Ontario: the Drayton Festival Theatre in Drayton, Huron Country Playhouse (Mainstage and South Huron Stage) in Grand Bend, King's Wharf Theatre in Penetanguishene, St. Jacobs Country Playhouse and Hildebrand Schoolhouse Theatre in St. Jacobs, and the Hamilton Family Theatre Cambridge. We also operate a Youth Academy in Waterloo.

Drayton Entertainment is committed to inclusion and diversity in hiring, and encourages all qualified candidates to apply without regard to age, disability, ethno-cultural identity, sexual orientation, gender identity, or any other historically underrepresented and marginalized identities.

Drayton Entertainment is committed to providing all workers with a barrier free work environment free of discrimination and harassment. If reasonable accommodation is needed to participate in the employment selection process, please reach out directly to Natasha Hopf, Director of Human Resources, at natasha@draytonentertainment.com or 519-621-5511 ext.240 so that we may provide assistance.

DIRECTOR OF DEVELOPMENT

Reports to Executive Director

Function In conjunction with the leadership team, the community-minded Director of Development is responsible for creating and advancing a range of strategies to build the organization's contributed revenue base, cultivate relationships with key stakeholders, and develop exciting initiatives to reach and engage with new audiences.

Key responsibilities include:

- Work with the leadership team to develop high-quality content on a range of support opportunities – including annual Membership, major naming, planned giving, endowment, and more – that are essential in order to advance Drayton Entertainment's charitable theatre programming and activities.
- Create and administer an annual Development Plan to support the organization's annual operating budget, including objectives in Membership, corporate sponsorship, special events, 50-50 raffles, and other revenue sources.
- Manage and mentor Development team members (including Development Manager and Community Engagement Specialist), while coordinating the department's work effort to meet project timelines.
- Harness the capabilities of Drayton Entertainment's robust theatre patron database to speak to, and connect with, specific audience segments via effective print and digital communications on a range of support opportunities, including theatre seat engraving, major naming, planned giving, endowment, and more.
- Work with the leadership team to procure major gifts and grassroots contributions to capital campaigns at various theatres, providing an outlet for engagement at all levels of giving.

- Oversee the creation and execution of sponsorship and advertising programs, including the cultivation of relationships with potential new partners.
- Provide strategic support to Development staff at the Drayton Entertainment Youth Academy.
- Pursue new opportunities in the community that will build, sustain and engage new audiences while simultaneously enhancing the theatre's image and visibility. This includes the coordination of events designed to foster greater public appreciation of the arts, forming strategic partnerships around our theatre programming, and amplifying Drayton Entertainment's ongoing commitment to – and work in – the area of equity, diversity and inclusion by creating and implementing audience development ideas that welcome and support historically underrepresented and marginalized identities to our theatres.
- Represent the organization at community and special events, including public speaking engagements, presentations, and theatre tours as needed.
- Evaluate changing trends in philanthropy and audience development, and propose responsive programs.

QUALIFICATIONS

This is a fast-paced role that requires the candidate to be proactive and demonstrate a high degree of leadership, flexibility, and initiative. Other skills include:

- Demonstrable experience in the charitable sector or in a fundraising capacity, and knowledge of the not-for-profit environment.
- A post-secondary degree in a relevant field, or a combination of education and experience.
- Strategic thinker and planner.
- Proven ability to generate sales/gifts and cultivate relationships with potential stakeholders.
- Engaging personality, coupled with persistence and tenacity.
- Excellent communication skills.
- Experience in working collaboratively with senior leaders and management.

TECHNICAL SKILLS

Experience with the following platforms and software programs is an asset:

- A comprehensive email platform like MailChimp or similar
- A Customer Relationship Management system
- Understanding of web design principles along with basic HTML and CSS

TERM: Full-time

Start date is negotiable, depending on the schedules of both parties, but may be immediate.

This position is based in-person and on site at Drayton Entertainment's Head Office at 46 Grand Ave. S., Cambridge.

Due to the nature of the live theatre industry, some evening and weekend work will be required.

HOW TO APPLY

For consideration, interested candidates should respond with Cover Letter & CV by Fri, Nov 1, 2024 to:

Natasha Hopf

Director of Human Resources

Email: natasha@draytonentertainment.com

***Please List "Director of Development" in the Subject Line

We thank all applicants for their interest; however, only those selected for an interview will be contacted.