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# Institute for Therapy through the Arts

## Director of Development

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Posted: November 2021

Start Date: ASAP

Salary: \$90,000-\$100,000

Location: Evanston, IL/Hybrid Model

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### Overview

Institute for Therapy through the Arts (ITA) believes that each person is unique and brings their individual experiences, strengths and challenges to the therapy process. ITA's approach is customized to accommodate each unique individual served through art, dance, movement, drama and music therapies. ITA's therapeutic team provides creative solutions to life's challenges whether they be emotional, physical or neurological. People of all ages benefit from these therapies, including those with developmental challenges, autism, mental illness, emotional distress, neurological disorders and histories of trauma. The ITA mission guides its daily work: *To empower individuals, families and communities to grow and heal through the creative arts therapies by inspiring change and wellness, strengthening health in community organizations, cultivating achievement in school settings and forging leadership in the Creative Arts Therapy fields.*

ITA seeks a dynamic and talented Director of Development (DOD) to drive the growth of the organization's comprehensive fundraising program, to include strategy development, prospect identification, major gift development, donor stewardship, planned giving, and special events. The DOD, who will report to and collaborate closely with the Executive Director, will play a critical role in the overall financial growth of the organization. The ideal candidate will have a minimum of eight years of experience in fundraising with a proven track record of creating thoughtful campaign strategies, major gift solicitations and high-level donor cultivation and stewardship.

### Key Responsibilities:

- Collaborate with the Executive Director to create an annual fundraising plan focused on growth and sustainability
- Provide strategic direction on campaigns and activities related to the annual fundraising plan
- Manage the Executive Director's donor and prospect portfolio; drive strategy and ensure regular touchpoints
- Manage ITA's major donor stewardship program and coordinate the solicitation of major gifts, including corporate sponsorships
- Identify, recruit, train and partner closely with board members to further the achievement of fundraising goals
- Design and implement a planned giving program; incorporate deferred giving opportunities into donor strategies
- Supervise the Development Associate and any future hires on the development team
- Work in coordination with the Development Associate to develop, implement and oversee a robust volunteer program for ITA
- Formalize a timely gift acknowledgement program to be managed by the Development Associate
- Oversee and collaborate on the creation of marketing materials to enhance and expand the ITA brand and mission including an annual appeal and impact report
- Raise the visibility and public awareness of the organization through engagement and community outreach opportunities

### Qualifications & Skills:

- Bachelor's degree required
- 8+ years fundraising and/or nonprofit management experience
- Experience and comfort working with high-level donors and philanthropists
- Successful track record of soliciting gifts of \$25,000+
- Passion for the ITA mission and the ability to promote and communicate mission impact to stakeholders
- Interest or experience in Creative Arts and/or Creative Arts Therapy
- Exceptional written and verbal communication skills; strong public speaking and presentation abilities
- Energetic and personable with a results-driven personality
- Skilled relationship developer with volunteers, prospects and donors
- Goal oriented and data driven with strong follow through
- Comfort working both independently and as part of a team
- Proficiency working with business technology, including the Microsoft Office Suite and donor database systems, Salesforce experience a plus
- Flexibility and willingness to work remotely or on-site, with occasional nights and weekends for special events or programs
- Committed to working in a diverse and inclusive environment where each member is valued for their unique talents, personalities, and contributions

To apply, please submit a resume & cover letter to **Jamie Perry, Evolve Giving Group:** [jamierry@evolvegg.com](mailto:jamierry@evolvegg.com)

ITA is an equal opportunity employer. Candidates with a commitment to Equity in Philanthropy are encouraged to apply.