



PEACE
CENTER

INDIVIDUAL GIVING MANAGER

An Executive Search by Arts, Culture, & Media Philanthropic Advisors

Arts, Culture, & Media
Philanthropic Advisors

A partnership between
Hansen Philanthropic Solutions and The Angeletti Group

THE OPPORTUNITY

Arts, Culture, & Media Philanthropic Advisors invites nominations and applications to join the Peace Center, a nationally acclaimed not-for-profit performing arts center located in Greenville, South Carolina, as its **Individual Giving Manager**. This is an exciting opportunity for a dynamic and self-motivated fundraising professional with an authentic enthusiasm for the performing arts to build enduring relationships and resources that will sustain the awareness of, participation in, and support for the Peace Center.

Reporting to the Vice President of Development, the Individual Giving Manager is a member of the four-person Development team, responsible for raising philanthropic investments in support of the Annual Fund (\$4 million) and the 2030 Vision Campaign (\$20 million). The Development team manages the Peace Center's core patron-base, the Peacekeepers, and plans donor events and activities throughout the season. Development works collaboratively on interdepartmental initiatives and closely with the Marketing team on donor communications and campaigns.



ABOUT THE PEACE CENTER

The Peace Center is located on a six-acre campus along the Reedy River in downtown Greenville, South Carolina, a city that Condé Nast Traveler named one of the *2023 Readers' Choice Top 10 Small Cities in the U.S.* It is a 501(c)(3) not-for-profit organization whose mission is to enrich the lives of everyone it reaches, with a vision to unite people and transform lives through inspiring arts, and a purpose to entertain with excellence. Since it opened in 1990, it has served as a catalyst for Greenville's downtown revitalization and growth and an important hub for arts and culture in Upstate South Carolina, with a statewide annual economic impact of \$90 million. Comprised of seven venues, the Peace Center offers a diverse line-up of Broadway theatre, music, dance, comedy, film, and other special events and performances, presenting

VALUES

WELCOMING

genuinely inviting,
inclusive, accessible

TRANSFORMATIVE

a catalyst for change and prompt for
inquiry, introspection, and reinvention

UNITING

connecting individuals and
bridging communities

EXCELLENCE

pursuit of peak performance and the
highest standards in all that we do

DYNAMIC

engaging, ever-evolving,
vibrant, and energetic



over 450 events for an audience of over 350,000 each year. With 9,000 subscribers and thousands more ticket buyers, the 2023-2024 Broadway season includes productions of *MJ The Musical*, *Funny Girl*, *The Wiz*, *Tina – The Tina Turner Musical*, and *Mamma Mia!*, among others. Its diverse line-up of music includes LeAnn Rimes, Brandi Carlile, Itzhak Perlman, Gladys Knight and more, and comedians like Kevin Hart, Steve Martin, and Martin Short. In addition, it also hosts special presentations with well-known authors and speakers like Neil deGrasse Tyson and Alton Brown.

In addition to its extensive schedule of performances, the Peace Center also engages more than 25,000 students and community members per year through Arts Education and Community Engagement initiatives like its Artist-in-Residence programs in jazz, dance, strings, voice, and theatre, enabling students to grow their skills through mentoring and instruction by world-class professional artists. The Peace Center distributes nearly 1,000 free tickets per year to students and their families at Title I schools and community partner organizations and supports numerous other performing arts organizations that use the Peace Center's performance venues.

THE 2030 VISION PLAN

Since its founding, the Peace Center has been at the forefront of the transformation of Greenville, South Carolina into a thriving community with a vibrant downtown centered around arts and culture. In December 2019, the Board of Trustees approved an exciting strategic vision to realize a fully functioning ten-venue arts and entertainment campus by or before 2030 to be funded by an

impending capital campaign. Included in the plans are the construction of two new venues and a total transformation that will encompass every building and ground of the Peace Center campus. Once completed, the arts and entertainment campus will further solidify Greenville as the hub of the region's arts and music scene and will serve as a national model for the development of emerging and established performing artists.



ABOUT GREENVILLE, SC

Nestled against the foothills of the Blue Ridge Mountains, Greenville is situated halfway between Charlotte, North Carolina, and Atlanta, Georgia. Rapidly becoming one of the most desirable places to live in the United States, Greenville has everything anyone would want in a community. It is affordable, with a cost of living lower than the national average. Housing costs are reasonable, with a mix of historic and modern homes at a variety of price points, whether looking to rent or buy. It has a diverse and thriving employment market, with jobs in healthcare, technology, manufacturing, and more. The city is also home to many startups and small businesses, making it a great location for entrepreneurs.



The city of Greenville is part of the Greenville County School District, which ranks among the best in the State of South Carolina. In addition to an excellent public school system, Greenville is also home to several private and charter schools, as well as colleges and universities. It is also known for its exceptional healthcare system which provides residents access to first-rate medical care. In addition to having plenty of beautiful scenery and outdoor space, Greenville is also home to a variety of semi-professional and professional sports teams including minor league baseball and hockey, and men's professional and semi-professional soccer.

Greenville is a welcoming and friendly city, with many opportunities to get involved and meet new people that offers residents a chance to connect with others. It's no surprise that it is ranked *31st in U.S. News Best Places to Live in the United States.*



ABOUT THE INDIVIDUAL GIVING MANAGER

The Individual Giving Manager will be a strategic, results-driven development professional who can build and maintain lasting relationships, solicit annual fund gifts, and identify opportunities for increased philanthropic investment through all aspects of the Peace Center – its history, performances, and arts education and community engagement programs.

Responsibilities

Donor Relations + Fundraising

- ▶ Serve as the primary liaison for a portfolio of approximately 100 individual donor households to qualify, cultivate, solicit, and steward their annual giving and encourage additional program, capital, endowment, and legacy investments.
- ▶ Develop and implement moves management plans, strategies, and steps for donors, including research and identification, qualification, cultivation, gift solicitation, and stewardship.
- ▶ Gain and leverage a deep familiarity with the Peace Center and its resources (performances, arts education and engagement programs, and programming and executive personnel) in cultivating donors and prospects.
- ▶ Ensure data integrity, consistently and accurately record steps and interactions in the database (Tessitura) as part of the moves management process.
- ▶ Report progress, pulling plan and step summaries as necessary, working with the VP.
- ▶ Understand modes of giving (Donor Advised Funds, retirement distributions, gifts of stock), to inform conversations and communications with individuals and groups.
- ▶ Attend performances and events outside normal business hours as needed/assigned.

Cultivation and Stewardship Events

- ▶ Partner with the Vice President and other Development team members to plan and execute donor events.

Communications

- ▶ Write compelling personal and group emails, program descriptions, gift proposals, organizational updates, and more.
- ▶ Work with the Marketing team as necessary to create proposal materials and broad-based donor emails when appropriate.
- ▶ Collaboratively manage a donor-specific communications calendar, working with the other members of the team to ensure coordination of campaigns.

Development Operations

- ▶ Support database (Tessitura) maintenance with up-to-date and accurate donor records.
- ▶ Provide support to the Vice President and Chief Executive Officer as required.
- ▶ Other duties as assigned and appropriate for the position.

DESIRED EXPERIENCE AND SKILL SET

- ▶ 5+ years of professional experience in fundraising, preferably in the arts.
- ▶ Exceptional written and oral communications skills.
- ▶ High attention to detail with exceptional organizational and project management skills.
- ▶ Ability to manage multiple projects at once and establish priorities to meet deadlines.
- ▶ Excellent interpersonal skills and ability to work well with colleagues and donors.
- ▶ High level of work ethic, integrity, and understanding of fundraising ethics.
- ▶ Experience using donor management and ticketing software (preferably Tessitura).
- ▶ Commitment to outstanding donor cultivation and stewardship.
- ▶ Passion for the arts preferred.

BENEFITS

- ▶ Health, dental, vision, and life insurance.
- ▶ Paid time off.
- ▶ Retirement plan with match.





APPLICATION PROCEDURE

Nominations and confidential inquiries can be made to:

Arts, Culture, & Media Philanthropic Advisors*

(973) 540-1400

search@theangelettigroup.com

Compensation Range

\$75,000 - \$85,000, commensurate with experience

Peace Center is an equal employment opportunity employer and actively seeks to diversify its work force. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, national or ethnic origin, disability status, status as a veteran, sexual orientation, gender identity, gender expression, sex, marital status, handicap, pregnancy status, or any other characteristic protected by law.

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