

Director of Leadership Gifts

NY Philharmonic seeks Director of Leadership Gifts to identify, cultivate and solicit major donors. The donor base spans the Friends program and includes Major and Planned gifts.

Responsibilities include: developing operating plans, strategies, goals and budgets for each donor group; devising strategies for general operating, restricted or endowment purposes and playing a central role in fundraising activities. This position will supervise a large team and reports to the Vice President, Development.

We require a strategic thinker with a minimum of 10 years of progressive experience in raising funds from individual donors, preferably in a large institutional environment; exceptional oral and written communications skills; and excellent supervisory skills. Knowledge of classical music is highly valued.