



## DIRECTOR OF MAJOR AND PLANNED GIFTS

Nashville Opera seeks a seasoned, goal-oriented major gift development officer (minimum 10 years' experience) to lead the expansion of individual giving to the Opera's programs and future anticipated endowment campaign.

Reporting to the Chief Development Officer, the Director of Major and Planned Gifts will possess strong portfolio management skills and proven frontline major gift fundraising experiences. This position is responsible for achieving an assigned annual revenue goal through the generation of increased and new major gifts and the continuing cultivation of annual donors and loyal patrons, which includes significant major gift prospecting efforts from the Nashville Opera's pool of subscribers, ticket buyers, annual donors and other patrons.

This position will use the Opera database and wealth research tools to identify individuals, foundations, and corporations with the capacity to make 5, 6 and 7-figure gifts and grants, focusing primarily on individual giving. The Director of Major and Planned Gifts provides confident and inspired leadership to engage board, development committee members and other volunteers, and administrators in identifying, qualifying, and in cultivating, soliciting and closing major outright and planned gifts and pledges.

This position will function as a collaborative team member, ensuring the optimization of all giving opportunities. Finally, this professional will possess appreciation and passion for the performing arts, with its many complexities, opportunities and challenges in the philanthropic landscape.

### ABOUT NASHVILLE OPERA

Nashville Opera is one of Tennessee's leading performing arts organizations. Ranked a Level 2 Opera company as determined by budget size by Opera America, Inc., this dynamic arts organization is considered one of the most successful regional professional opera companies in the country.

Over its nearly forty-year history, Nashville Opera has presented nine world premiere works. Each season, the company presents three mainstage productions at Tennessee Performing Arts Center and a fourth, smaller work in the intimate setting of the award-winning Noah Liff Opera Center. Nashville Opera brings music, song, and the power of stories to over 25,000 school students annually throughout Middle Tennessee.

The wonderfully inventive mobile "Opera on Wheels" stage makes free and accessible programming available in public spaces throughout the region.

Committed to growing the art form through artist education and support of diversity and inclusion, Nashville Opera, through the Mary Ragland Emerging Artist Program, has provided singers, selected via national auditions, with 3-month residencies and performance opportunities.

It is now complemented by the HBCU Fellowship Program, a partnership with Tennessee State University and Fisk University, to provide intensive mentorship to 8-10 aspiring Black singers and arts administrators. Nashville Opera continues to mount diverse programs that feature innovative new works which explore issues of social impact and justice, and its Committee for Artistic and Social Impact (CASI) is committed to expanding outreach to engage new and diverse audiences.

If you want to be part of an extraordinary Music City treasure, please direct your letter of interest and professional resume before February 29, 2024, to the attention of:

Christy L. Passmore  
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