

The Bascom: A Center for The Visual Arts, in Highlands, NC invites energetic and mission-oriented development professionals to submit letters of interest for our Director of Development position. Join our organization at an exciting time as we realize the goals of a new strategic direction that will focus on amplifying what we do best:

- Providing access to the arts through exhibitions, classes and interactive activities
- Supporting artists throughout their careers
- Developing partnerships with local schools and area nonprofits

This is a great position for someone who is ready to make their mark on a dynamic organization – and for someone who loves the high mountains of North Carolina.

Director of Development

Reporting to the Executive Director, and working closely with the Board of Directors, the Director of Development will serve as the chief development officer for The Bascom: A Visual Arts Center. The Bascom is a thriving, thirty-year-old organization, nestled in the Western North Carolina Mountains, that draws affluent seasonal residents from across North Carolina and the east coast. Our mission is to create visual experiences that inspire individuals and communities through seeing, thinking and doing.

The Director of Development of The Bascom is responsible for directing all fundraising strategies that will attract the resources necessary to ensure a balanced \$1 million+ annual budget and support reserve growth. She/he will work closely with a development staff that includes a full-time guest and membership coordinator and a part-time contract grant writer. Funding programs include annual, major gifts, membership, grants, sponsorships, and events.

Essential duties

- Collaborate with the Executive Director, Board of Directors, and The Bascom team to create and implement a fund development plan that increases funding to support the organization's strategic direction
- Meet or exceed The Bascom's development goals while adhering to best practices and policies
- Build upon and expand relationships with donors and stakeholders in the Highlands-Cashiers Plateau and beyond - to attract philanthropic support
- Plan and execute effective donor cultivation, recognition, and stewardship
- Work with members of the Board of Directors on the successful hosting of fundraising events year-round, and especially during the summer season
- Responsible for overseeing all aspects of soliciting and closing individual gifts

Donor development

- Identify prospective donors, at both the state and national levels, whose goals or interests align with The Bascom's mission
- Leverage existing connections to initiate relationships
- Articulate, in partnership with the Executive Director, a compelling case for financial support

- Maintain an ongoing database of potential donors and specific activities to document and support relationship cultivation
- Proactively communicate the organization's progress to donors
- Oversee creation of publications to support fundraising activities
- Develop a thorough understanding of The Bascom's programs and work with staff to identify potential private grant opportunities

Desired Qualifications

The ideal candidate must be passionate about the mission of The Bascom and have a deep understanding of the current philanthropic climate and best practices. The candidate must thrive on working independently to create a vibrant development function, be able to work closely with the Executive Director, an engaged Board of Directors, and be a collaborative partner with colleagues on the Staff. Experience with major gifts is a must.

The successful candidate will possess the following qualifications and traits:

- Experience in fundraising techniques, particularly major gift fundraising and individuals
- Grant writing experience preferred
- Excellent writing skills
- Strong interpersonal skills with the ability to develop and maintain external relationships
- Ability to manage a fundraising database
- Experience with coordinating fundraising efforts, including events, membership, and annual fund
- Commitment to the high-level of energy required to be successful in the job
- Clear enthusiasm for the mission of The Bascom
- 5-7 years of proven performance in fundraising success in professional capacity with non-profit organizations preferred; alternative trajectories will be considered
- Bachelor's degree, Master's degree preferred in relevant field

Salary: commensurate with experience

Letters of Interest and resume should be submitted by email to Karin Peterson, Executive Director of The Bascom (kpeterson@thebascom.org). Position open until filled. No phone inquiries, please.

Website: <https://www.thebascom.org/professional-development/employment-opportunities>