

# DREAMLAND

## NANTUCKET'S FILM & CULTURAL CENTER

**Job Title:** Senior Director of Fundraising and Advancement

**Reports To:** Executive Director

**Position Type:** Full-time, hybrid position with the majority of time required in the office. Includes full benefits.

### About Nantucket Dreamland

Nantucket Dreamland is the largest cultural organization on Nantucket, producing a diverse array of programming, including over 120 live events, 30 theater productions and educational workshops, and 800+ film screenings annually. With an average of 100,000 patrons annually, and 500 youth participants in our after-school and summer programs, the Dreamland is a cornerstone of the island's cultural life.

Known as a central hub for the arts, the Dreamland has built a reputation as a premier facility for fostering creativity and learning through film, theater, comedy, music, and more. We build community year-round by creating shared experiences in the arts and culture, and by inspiring and educating audiences of all ages.

As a nonprofit organization, the Dreamland has grown significantly, with our annual budget increasing from \$2.9 million to over \$3.6 million in the past three years. To continue this trajectory, we are expanding our core team of full-time administrative employees. The Senior Director of Fundraising and Advancement is a vital role in our mission, and we are excited to add the right candidate to our dynamic team.

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### Position Summary

The Senior Director of Fundraising and Advancement is a new and pivotal position at the Nantucket Dreamland, responsible for leading the organization's fundraising efforts and driving its financial sustainability. This is an exciting opportunity for an experienced and strategic fundraising professional who is energized by engaging with donors, developing innovative fundraising strategies, and implementing best practices for small to mid-sized nonprofits.

In this role, the Senior Director of Fundraising and Advancement will collaborate with the Executive Director, the Board of Directors, and staff to meet and exceed annual fundraising goals. They will oversee all aspects of fundraising, including government, corporate, individual, and foundation giving, as well as major gifts, endowments, and earned income.

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### Key Responsibilities

#### Strategic Fundraising Leadership

- Collaborate with the Executive Director and Board of Directors to develop annual fundraising goals, impact measures, and strategies aligned with the organization's mission.
- Design and implement a comprehensive fundraising plan that includes all giving streams, including government, corporate, individual, foundation, board giving, endowment, major gifts, grants, and earned income.
- Manage a portfolio of donors, engaging in strategic conversations to cultivate, solicit, and steward relationships.
- Develop and manage annual fundraising budget in consultation with the Executive Director.

#### Integrated Marketing and Communications

- Develop and oversee the execution of a strategic marketing and communications plan to enhance the organization's public image and support fundraising efforts.
- Ensure consistent and compelling messaging across all platforms, including digital media, print materials, and public relations initiatives.
- Collaborate with program staff to effectively communicate the impact of the organization's work to donors, stakeholders, and the broader community.

#### **Donor Cultivation & Reporting**

- Develop and maintain systems for tracking donors and grants using Bloomerang.
- Craft compelling donor cultivation materials and impact reports that align with organizational goals.
- Support the Executive Director in strategic cultivation and solicitation activities with a special emphasis on major donors.

#### **Data Analysis & Impact Measurement**

- Collect, measure, and analyze data related to the organization's impact for internal and external reporting, including donor development.
- Monitor and analyze fundraising data to evaluate the effectiveness of strategies and make necessary adjustments.

#### **Team & Vendor Management**

- Provide oversight and collaboration with staff, third-party vendors (including grant writers), and other consultants.
- Partner with key staff to ensure alignment in fundraising strategies, operational goals, and collection of all program data.
- Oversee the planning and execution of the annual DreamBIG fundraiser in alignment with the vision and guidance of the Executive Director and fundraising committee members.

#### **Board Liaison**

- Act as a liaison to the board and fundraising committee members, ensuring they are informed and engaged in fundraising efforts.
- Support the board in their fundraising roles by providing training, resources, and strategic guidance.

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#### **Qualifications**

**Education:** Bachelor's degree in a relevant field is required; candidates with an advanced degree will be given priority consideration. Equivalent professional experience in lieu of a degree will also be considered.

#### **Required Skills & Experience:**

- 8-10 years of direct fundraising experience with a proven track record of meeting and exceeding goals.
- Exceptional people management skills and cultural competency to engage diverse audiences effectively.
- Demonstrated expertise in project management, strategic planning, and budget management.
- Experience leading initiatives and teams through significant growth and development stages.
- Excellent written and verbal communication skills, with the ability to distill complex information into engaging messaging.
- Strong prospect identification, cultivation, and qualification skills.

#### **Preferred Skills & Experience**

- Experience with online fundraising, email marketing, and internet research tools.
  - Knowledge of philanthropy, fundraising best practices, and nonprofit revenue streams.
  - Familiarity with donor management systems (e.g., Bloomerang) and analytics tools.
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## **Working Environment**

The Nantucket Dreamland is a collaborative and creative organization where teamwork and dedication to the mission are valued. Flexibility, initiative, and a willingness to support colleagues in other areas are essential to success in this role.

## **Compensation & Benefits**

The salary for this position starts at \$115,000 annually, commensurate with experience. The Nantucket Dreamland offers a comprehensive benefits package, including:

- Health & Dental Insurance
- Retirement plan with employer contributions
- Generous holiday, sick leave, and vacation policy
- Flexible work arrangements, including hybrid options.
- Housing Stipend (where applicable)
- Monthly phone reimbursement
- Access to Dreamland programming and events

## **How to Apply**

We're looking for a candidate who shares our passion for the arts, creativity, and community impact. If you're interested in joining the Dreamland team, we invite you to send a brief statement of interest to [info@nantucketdreamland.org](mailto:info@nantucketdreamland.org). In your statement, tell us why you believe you're a great fit for the Senior Director of Fundraising and Advancement position and how your skills and experience align with our mission.

Selected applicants will be invited to submit a resume, bio, and/or samples of their work.

Applications will be accepted on a rolling basis, but we encourage you to apply by February 15, 2025, for priority consideration.