

Job Opening: Development Director (Part-Time)

About Us: The Hopeful Theatre Project is dedicated to bringing love, hope, and aid to our community through the performing arts. We use local talent to benefit various charity organizations, creating meaningful connections and impactful experiences.

We are seeking passionate and well-connected individuals to join our team as a Development Director. This part-time, remote position offers the opportunity to make a significant impact by helping us secure local and high-level sponsorships. You will receive 10% of every sponsorship amount you acquire, making this a rewarding position for a results-driven professional. Expected hours: 8-10 hrs./week. Subject to fluctuations based on need.

Key Responsibilities:

- Develop and execute strategies to build and maintain strong relationships with potential sponsors and donors, focusing on opportunities ranging from \$500 - \$30,000.
- Create long lasting partnerships that align with our mission and values.
- Collaborate with the leadership team to create compelling sponsorship proposals and presentations that resonate with potential sponsors; highlighting our commitment to the arts and our community.
- Maintain ongoing communication with sponsors to ensure their satisfaction, fostering multi-year partnerships and encouraging recurring, committed donations.
- Research and identify potential funding opportunities that align with our mission.
- Utilize data to track and report progress on sponsorship acquisition efforts, ensuring informed decision-making.
- Attend team meetings.

What We're Looking For: We are seeking a candidate who embodies the following qualities and skills:

- **Passion:** A deep commitment to our mission of using the performing arts to bring hope and aid to the community, with a focus on supporting local organizations.
- **Connectivity:** An extensive network of corporate and community contacts to leverage for sponsorship opportunities.
- **Communication:** Exceptional interpersonal and negotiation skills, with the ability to craft persuasive pitches.
- **Strategic Thinking:** A proactive and innovative approach to identifying and engaging potential sponsors, with the ability to tailor strategies to align with both sponsor interests and our mission.
- **Results-Driven:** Demonstrated success in securing funding or sponsorships, with a focus on achieving measurable outcomes that support our mission and encourage growth.
- **Organization:** Strong ability to manage multiple sponsorship leads and maintain detailed records of communications.
- **Professionalism:** Confidence and poise in representing The Hopeful Theatre Project to

local and high-level sponsors and donors.

Additional Details:

- **Compensation:** 10% of every sponsorship amount acquired.
- **Hours:** Flexible, part-time schedule.
- **Location:** Remote (local candidates only).
- Seeking multiple candidates for this position.

If you're excited about the opportunity to contribute to a meaningful mission and possess the skills to help us grow our sponsorship base, we'd love to hear from you!

How to Apply: <https://wkf.ms/3XI3KPV>

Help us bring hope and love to our community through the power of performing arts while creating meaningful connections with sponsors who share our vision!