Folly Theater

https://follytheater.org/job/director-of-development/

Director of Development

Base Salary
$ 85,000 - $ 110,000

Description
The Director of Development leads the Folly Theater's fundraising strategy, building the relationships and resources that sustain its mission and long-term vitality. Working closely with the President and CEO and Board of Directors, the Director develops and implements a comprehensive plan to grow contributed revenue and connect donors with opportunities to support the Folly's programming, capital needs, endowment fund, and community impact. The Director leads donor research, cultivation, solicitation, and stewardship; engages leadership and volunteers in fundraising; and supervises the Grants & Donor Relations Specialist.

This job description is not intended to be finite and all-inclusive. Rather, it provides general responsibilities and expectations. The essential functions of this position may change as operational needs demand.

Responsibilities

- Develop and implement annual and multiyear fundraising plans for individual giving, corporate sponsorships, foundation and government support, events, capital needs, endowment gifts, and planned giving. Work with the President and CEO to set revenue goals and budgets; monitor results, report to leadership and the Board, and adjust strategies.
- Research and qualify donor, sponsor, and grant prospects, assessing their interests, connections, giving history, and capacity. Manage a portfolio and a moves management process, documenting relationship owners, next steps, and follow-up in the CRM.
- Build donor relationships directly: arrange and conduct meetings, prepare tailored proposals, make asks, secure commitments, and provide timely follow-up and stewardship. Engage the President and CEO, Board members, and other stakeholders as applicable in cultivation and solicitation.
- Develop corporate and institutional partnerships, sponsorships, program underwriting, and multiyear gifts; cultivate legacy giving with the President and CEO and appropriate advisors.
- Partner with the Board's Fundraising and Donor Relations Committee to clarify fundraising strategies, translate priorities into specific actions, and evaluate effectiveness.
- Represent the Folly at performances, donor gatherings, and community events to broaden philanthropic support and advance equitable access to the arts.
- Oversee sponsorships and all operations for fundraising events, including Art for Art, Garden Party, and Folly Frolic, in collaboration with the President and CEO, key staff, Board, and event committees. Manage budgets, timelines, logistics, and donor and sponsor communications.
- Lead post-event reconciliation and evaluation with staff, Board, and event committees; use findings to improve future events and advance donor relationships.
- Supervise, coach, and evaluate the Grants & Donor Relations Specialist; set priorities and oversee grants, acknowledgments, donor records, and event

Hiring organization
Folly Theater

Employment Type
Full-time

Job Location
300 W 12th St, 64105., Kansas City, Missouri, United States

Working Hours
Occasional evening and weekend hours are required

Date posted
October 30, 2026

work.
- Collaborate with the Director of Marketing and Communications on philanthropic outreach, including semi-annual appeals, community reports, and other donor communications.
- Maintain reliable CRM practices, including timely contact reports and accurate donor and pledge records; respect donor intent and confidentiality and coordinate financial reporting with finance staff. Support performances, patron service, and other Folly operations as needed.

Qualifications

- At least five years of progressively responsible nonprofit fundraising experience, with demonstrated success cultivating, soliciting, and stewarding gifts and achieving revenue goals.
- Strong relationship-building, listening, presentation, and writing skills, including the ability to communicate a compelling case for support and confidently ask for gifts.
- Experience working with multiple stakeholders and ability to supervise, coach, and support staff.
- Proficiency with donor CRMs and Microsoft Office; ability to use data to guide strategy and track progress.
- A bachelor's degree or an equivalent combination of relevant education and experience is preferred. Arts fundraising experience and knowledge of Greater Kansas City's philanthropic community are valued.

Characteristics for a successful experience in this position

A love of the performing arts; commitment to the Folly's mission, vision, and welcoming environment; sound judgment, integrity, and discretion; initiative, creativity, organization, and follow-through; and a warm, collaborative approach to the work of a small team.

Job Benefits

This is a full-time, salaried position, offering a complete and competitive benefit package. Starting salary is $85,000 – $110,000, commensurate with experience. Occasional evening and weekend hours are required.

Contacts

To apply: Submit a resume and cover letter to contact@follytheater.org. Initial screening of applications begins 11/13/2026. Position is open until filled.

All qualified applicants shall receive consideration for employment without regard to age, race, color, religion, creed, national origin, sex, sexual orientation, gender identity, or veteran or disability status.