

head of philanthropy



opera
australia

- **The most sought after fundraising role in the arts**
- **High profile patrons and supporters**
- **Career defining opportunity**

Opera Australia is the national opera company with major seasons at the Sydney Opera House and The Arts Centre in Melbourne. The company gives more than 200 mainstage performances a year attended by an audience of almost 300,000. It also stages an array of national outdoor events, family concerts and training programs with a focus on artist development and communities. Its touring arm OZOpera performs to regional Australia and school children reaching a further audience of 90,000.

As the Company is currently planning for a period of growth, this newly created role ushers in a new era of philanthropy and fundraising. Your primary focus is to nurture and substantially grow the already successful Patron Program developing new income from individuals, philanthropists, trusts and foundations. You will work with the CEO, board and senior staff to identify prospects, nurture relationships and drive major donor research, cultivation and solicitation.

You have a deep understanding and appreciation of best practice philanthropy and fundraising combined with personal maturity and sophistication. You have highly developed staff and budget management skills and ideally have managed major investment strategies. You currently hold a senior role as a Fundraising or Development Director and have a proven track record in securing support across all the recognised disciplines, while delivering a superb and consistent experience to donors.

If combining your love of the performing arts and philanthropy motivates you then please phone Richard Green on 02 8243 0570 or forward your CV to cv@ngorecruitment.com quoting # 30300.

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