



**Troy Savings Bank Music Hall Corporation**

**Position: Director of Development**

**Location: Troy, NY | Full-Time | Salary: \$75,000–\$90,000 + Benefits**

The historic **Troy Savings Bank Music Hall**, renowned for its world-class acoustics and diverse programming, is seeking an experienced, strategic, and creative **Director of Development** to lead fundraising efforts and grow community and donor engagement.

### **Role Summary**

The Director of Development will design and execute comprehensive fundraising strategies to increase individual, corporate, foundation, and government support. Reporting to the Executive Director, the role will focus on building relationships, securing major gifts, closing out a \$17.5M capital campaign (\$16.5M raised), and enhancing the Music Hall's visibility and impact.

### **Key Responsibilities**

- Lead donor cultivation, solicitation, and stewardship.
- Oversee major gifts, planned giving, corporate partnerships, and membership programs.
- Collaborate with executive leadership on strategic fundraising initiatives.
- Identify and secure new funding opportunities.
- Manage donor communications and CRM (Tessitura).
- Represent the organization at events and performances.
- Support special events and capital campaign efforts.

### **Qualifications**

- Proven success in nonprofit fundraising, including major gifts and capital campaigns.
- Strong grant writing and donor relationship skills.
- Experience with CRM systems (Tessitura preferred).
- Excellent communication and project management abilities.
- Knowledge of arts and cultural organizations preferred.
- Availability for evening and weekend events.



### Work Culture & Benefits

- \$75,000–\$90,000 salary
- Health & dental insurance, retirement plan, PTO, and paid holidays
- Access to performance tickets
- Supportive, inclusive, and low-drama work environment
- 80% in-office schedule

### Our Commitment to Equity

We strongly encourage candidates from historically marginalized communities to apply, including BIPOC, LGBTQIA+, and those with nontraditional career paths. If you meet most—but not all—of the qualifications, we still welcome your application.

### To Apply

Send a resume and cover letter to [employment@troymusichall.org](mailto:employment@troymusichall.org) with *Director of Development* in the subject line. Learn more about us at [www.troymusichall.org](http://www.troymusichall.org).

**The Troy Savings Bank Music Hall** is a National Historic Landmark built in 1875. Famous for its world class acoustics, the Music Hall is owned by the Troy Savings Bank Foundation. The Music Hall seats up to 1175 and its programming includes rock, indie, jazz, choral, classical, world music, as well as comedy shows, symphony concerts, recitals, and other events. To learn more visit [www.troymusichall.org](http://www.troymusichall.org).