

Director of Development

About Seattle Chamber Music Society

Seattle Chamber Music Society (SCMS) is a cornerstone of the Pacific Northwest's cultural landscape. The mission is to cultivate a deep appreciation for chamber music by presenting exceptional performances in welcoming and accessible formats. Through education, community engagement, and a commitment to excellence, we seek to position chamber music as a central cultural force, both locally and globally, while ensuring its enduring relevance and sustainability.

SCMS is entering a period of extraordinary growth and possibility. In 2026, the organization will launch a major campaign to build a new Center for Chamber Music and strengthen its endowment. Its programs range from the *World's Largest Chamber Music Party* each summer and an acclaimed Winter Festival to year-round concerts through its Signature Series, intimate house concerts, a youth and adult academy, and a resident string quartet program. The Virtual Concert Hall brings chamber music into homes in 40 states and 12 countries, while *The Concert Truck*—acquired in 2025—travels the country as a mobile stage, transforming public spaces into vibrant cultural destinations.

At the artistic helm is James Ehnes, one of the world's foremost musicians, who serves as SCMS's Artistic Director. His leadership and artistry attract world-class musicians to Seattle and inspire audiences across the globe, making SCMS not only a local treasure but also a leader on the international stage.

Since 2023, SCMS has redefined fundraising practice through an innovative portfolio system in which every staff member serves as a steward of donor relationships. This model has tripled annual fund giving and doubled the endowment, underscoring the strength of mission-driven philanthropy. Fundraising metrics emphasize depth of engagement rather than transactions, guided by the organization's self-authored "10 Commandments of Development," which inspire thoughtful, enduring connections between supporters and the music they make possible.

In 2025, SCMS adopted a bold strategic plan focused on positioning chamber music as a gateway to the arts and establishing SCMS as the worldwide leader in chamber music.

Job Summary

The Director of Development (DoD) leads all aspects of fundraising at SCMS, including individual giving, major gifts, corporate sponsorships, grants, and patron trips. This position manages a dedicated development team and partners closely with the Executive Director to deepen donor engagement, expand SCMS's national and global reach, and build a culture of philanthropy across the organization.

The DoD will shape philanthropic strategy locally and nationally; steward donors along SCMS's patron path; lead patron trips; and maximize revenue opportunities in Seattle, King County, and beyond. The DoD will also guide the fundraising strategy for *The Concert Truck* while collaborating with others on the execution of its fundraising efforts.

The Director of Development reports to the Executive Director.

Responsibilities

- **Fundraising Leadership:** Design and implement a comprehensive fundraising strategy, including annual fund, major gifts, corporate sponsorships, foundation and government grants, planned giving, and special campaigns.
- **Portfolio Management:** Maintain and cultivate a personal portfolio of major donors while guiding SCMS's organization-wide portfolio system.
- **Campaign Leadership:** Plan and execute large-scale fundraising initiatives, including capital and endowment campaigns, ensuring alignment with organizational growth and vision.
- **Development Health & Metrics:** Monitor the overall health of the development program through advanced metrics. Track donor movement along the patron path to deepen engagement, increase retention, and build long-term sustainability.
- **Team Leadership:** Supervise and mentor the Development Manager, Development Associate, and contract Grant Writer. Foster a collaborative, high-performing team culture with clear goals and opportunities for professional growth.
- **Strategic Partnerships:** Collaborate with the Executive Director and Artistic Director to cultivate donor relationships, design fundraising strategies, and steward high-level supporters.
- **Donor Relations & Stewardship:** Create and implement recognition and stewardship programs that foster meaningful, long-term donor engagement. Represent SCMS at donor meetings, patron trips, performances, special events and in the community.

- **Board & Committee Engagement:** Partner with the Executive Director and Board of Directors to leverage their networks and fundraising abilities. Serve as staff lead for the Development Committee.
- **Campaign & National Initiatives:** Shape fundraising strategy for *The Concert Truck* and other initiatives that extend SCMS's reach and global presence, while collaborating with colleagues on execution.
- **Patron Trips:** Plan and execute patron travel experiences, strengthening donor relationships through unique cultural opportunities.
- **Reporting & Analysis:** Oversee development of regular fundraising reports, ensuring accuracy, transparency, and alignment with organizational priorities.

Preferred Qualifications

- Minimum of 5 years of experience in nonprofit fundraising.
- Proven success participating in a comprehensive development program, including major gifts, capital campaigns, and planned giving.
- Special events management is a plus!
- Demonstrated ability to manage, mentor, and support a fundraising team.
- Excellent communication skills, both written and verbal, with a passion for building relationships with donors, board members, and community leaders.
- Experience with donor databases/CRM systems.

Benefits

- **Competitive Salary:** \$110,000-\$140,000
- **Comprehensive Benefits Package:** Including medical, dental and vision insurance, and retirement plan.
- **Flexible PTO:** Generous paid time off policy.
- **Professional Development:** Opportunities for ongoing learning and career growth.

- **Work Environment:** Collaborative and inclusive workplace culture, with the opportunity to bring your passion for music to life.

This position requires in-person work in Seattle, Washington.

To Apply:

Email a cover letter and CV to opportunities@seattlechambermusic.org Applications will be screened as they are received. Seattle Chamber Music Society is an equal opportunity employer. SCMS does not discriminate on the basis of race, color, religion, gender, gender expression, age, national origin, disability, marital status, sexual orientation or military status.