



Chief Development Officer

ABOUT WBGO

WBGO *is* jazz. Like jazz, WBGO has a legacy of creative, bold innovation and is itself an expression of a belief in the power of music and voice to change the world. And, like jazz, WBGO is at a critical inflection point. We are challenged today to be courageous in embracing change amid a fast-moving evolution of the music world and a sweeping transformation of the media industry.

WBGO 88.3 FM / Newark Public Radio is a non-profit, publicly funded arts and cultural institution, dedicated to the curation, presentation and preservation of music created out of the African American experience. WBGO is committed to providing our community with independently produced music programming and journalism for public enrichment, entertainment, and insight.

The mission of WBGO is accomplished via:

- The creation and distribution of relevant audio, video and editorial content that reflects honesty, complexity, and exceptional quality;
- The development of diverse and equitable platforms for presentation, discovery, and expression;
- Our active engagement with audiences and supporters where we convey a dynamic representation of the communities in which they live and work; and
- The continued enhancement of our diverse and inclusive workplace with a foundation of respect, integrity, and equality.

ABOUT THE OPPORTUNITY

Now at a pivotal point in our growth, WBGO is seeking a Chief Development Officer to join the senior leadership team. The successful candidate will possess the requisite competencies to enable him/her to translate WBGO's vision into a compelling case for financial support. The Chief Development Officer (CDO) is a full-time, executive-level position with excellent benefits. Reporting directly to WBGO President & CEO, Steven A. Williams and working collaboratively with the senior leadership team, the CDO will lead all fundraising areas including Individual Giving, Major Gifts, Membership, Corporate Philanthropy, Governmental support, and Special Events. The CDO will also lead an upcoming Capital Campaign for the station to build on WBGO and its future.

He/She/They will secure private funds that will support the fulfillment of WBGO's expanded vision for serving local, national, and international listener communities. The CDO will help to foster a culture of philanthropy, ensuring that WBGO is positioned to achieve its mission and objectives for years to come.

CANDIDATE REQUIREMENTS

- Genuine interest in and a deep appreciation for WBGO and its mission.
- Experienced fundraising professional ideally within arts, culture, educational or non-profit institutions or other related fields with a record of accomplishment of success in annual and capital campaigns, fundraising strategies, individual donor relations and leadership.
- Ability to create and implement successful strategies for a local, national, and international donor base.
- Capacity to lead all aspects of fundraising at WBGO including individual, membership, corporate, institutional, donor cultivation, government funding and targeted events.
- Frontline fundraiser to solicit and steward a portfolio of donors, with an equally important focus on current members who could increase giving to WBGO.
- Experience with managing support staff with an ability to build strong, productive, and lasting donor relationships.
- Collaborate with WBGO Development team members on wealth-screening projects, results analysis, and prospect pipeline integration.
- Develop a Planned Giving Program with a focus on deferred gifts such as bequest expectancies
- Connects WBGO to a variety of constituent groups, making public appearances and accepts speaking engagements with the ability to articulate a compelling case for support for WBGO's vision, mission & strategic plan.
- Pursues best practices in fundraising, leveraging online tools and social media to increase efficiency and embrace/increase a younger listening audience
- Together with the President & CEO, works to cultivate and engage members of the Board of Trustees in the work of WBGO, to include the expansion of current Board and their involvement/responsibility for directly contributing to the fundraising efforts.
- Desire to have a lasting impact on WBGO and our bold outlook for its future.
- Creative, proactive, and strategic thinker.
- Capital Campaign experience.
- Perform other related duties as assigned.

QUALIFICATIONS

- Bachelor's degree.
- 5-7 years of progressively responsible fundraising experience in a non-profit organization, arts-related is a plus.
- Excellent written, verbal, analytical and interpersonal skills.
- Collaborative working style, with the ability to establish collegial, effective working relationships.
- Excellent management skills and team building affinity.
- Proven record of accomplishment in cultivating and soliciting a portfolio of donors.
- Experience working in a comprehensive development operation.
- Ability to manage, influence and inspire a wide range of stakeholders, both internally and externally.
- Successful experience working with volunteer leaders, board members and organizational leadership, within a non-profit framework.
- Familiarity with grant writing, submission requirements, and reporting a plus.
- Strong, proactive strategic planning, project management, organization, and administrative skills to lead various projects and programs.
- Ability to proceed with calm and grace under pressure in a thoughtful manner.
- Ability to take initiative and concurrently manage multiple projects
- Ability and willingness to attend evening and weekend events, when required and to travel when needed
- The Newark Public Radio CDO works at the location in Newark, New Jersey.

Cover letter and resume must be submitted via the following link:

<https://www.hiringsteps.com/AppReg.html?JB=erciffOtnempoleveDfeihC-OGWB&id=bmqgabcfrrd>

WBGO's Commitment to Diversity, Equity & Inclusion

WBGO Newark Public Radio welcomes all ethnicities, races, gender identifications, ages, sexual orientations, ableness, languages, nationalities, and religions. This multiplicity supports our effort to create a healthy and thriving workplace where we all contribute to an invaluable and indelible service for our constituency. Embodying the spirit of diversity, equity and inclusion are core values for WBGO, as a champion of music discovery, independent, fact-based news reporting, intelligent discourse, the African American experience, and as a steadfast advocate for the communities in which we live and work.

At WBGO, our goal is to provide and maintain a work environment that fosters diversity, inclusion, mutual respect, professionalism, and cooperation. Newark Public Radio is an equal opportunity employer that does not make hiring decisions based on race, creed, color, religion, national origin, ancestry, age, disability or handicap, sex, gender identity, marital status, or sexual orientation.