



**DISCOVER**  
*Classical*

WDPR 88.1 FM • WDPG 89.9 FM  
DISCOVERCLASSICAL.ORG

## **DIRECTOR OF DEVELOPMENT**

Discover Classical 88.1 & 89.9FM is seeking a dynamic individual to secure and cultivate its established and generous donor base. The ideal candidate will have an outgoing personality and demonstrated history of successfully soliciting financial gifts, able to manage all aspects of the station's annual fundraising plan.

### **Discover Classical 88.1 & 89.9FM**

Located in Dayton, Ohio, Discover Classical is one of the few remaining non-commercial, 24-hour classical music stations in the United States. A voice for the classical music/fine arts community in Dayton, the station has evolved over its 35-year history to two full time terrestrial signals, and serves a growing audience for classical music around the country, and around the world. The station is on solid financial footing, operating with zero debt, and an operating surplus for seven years running.

The station is community-licensed, with no affiliation to a college/university or public TV station. We are proud to be an independent, listener-supported public radio station fully devoted to classical music and fine arts information.

### **Responsibilities**

- Develop and execute station's annual fundraising plan.
- Identify and secure financial support from individuals, foundations, corporations, and federal/state/local governmental agencies.
- Develop and maintain ongoing relationships with donors, including acknowledgement and sustained communication.
- Create and execute a strategy for retention of annual individual donors.
- Placement and creation of marketing projects when needed.
- Oversee organization of special events.
- Represent the station at outside events.
- Other duties as assigned.

## **Skills & Experience**

- 5 years of combined education/experience in development or non-profit fundraising. Bachelor's Degree preferred.
- Comfortable and knowledgeable about grant writing.
- A proven self-starter and manager.
- Excellent organizational and communications skills.
- Knowledge of Allegiance fundraising software a plus.
- Experience with design software, esp. Microsoft Suite, Adobe Creative Suite a plus.
- Knowledge of classical music a plus.

Candidates must be adaptable to a flexible work schedule, including occasional evening and weekend work. In return, the station offers a flexible work environment (combination of remote and in-office)

Salary Range: \$50,000 - \$60,000 plus an excellent benefits package (health, dental, vision, retirement with company match).

To apply: Submit a cover letter, resume with employment history and three professional references with contact information. E-mail application materials to [shauny@dpr.org](mailto:shauny@dpr.org), or mail to Shaun Yu, Discover Classical 88.1 & 89.9FM, 126 N. Main St., Ste.110, Dayton, OH 45402. No phone calls, please.

Deadline: The position will remain open until filled. Preference will be given to applications received by November 12, 2021.