



Organization:	Louisville Orchestra
Job Title:	Vice President of Philanthropy
Reports to:	Chief Executive Officer
Supervises:	Major Gifts Officer Director of Endowment Giving Manager of Donor Relations & Endowment Giving Grant Writer Development Associate
FLSA:	Full-time, Exempt

Background of the Louisville Orchestra

The Louisville Orchestra (LO) is among the most innovative orchestras in the US, delivering world-class performances to its audiences in the Louisville community, throughout the Commonwealth of Kentucky, and beyond. The LO is redefining the concert experience for twenty-first century orchestras under the leadership of Music Director Teddy Abrams. The 2025-26 season featured 19 sold-out performances and included many world-renowned guest artists, conductors, and composers. Coupled with a recent Grammy Award, the LO is making waves in the industry from Louisville.

With an annual operating budget of \$13M, the LO is among the largest arts organizations in Kentucky, employing 61 full-time musicians over a 34-week performance season. Philanthropy is the engine that helps to drive the organization forward.

<https://vimeo.com/743736311/2791647250>

Job Summary:

The LO is seeking a strategic and dedicated fundraising professional to drive the mission of the LO to new heights. The Vice President of Philanthropy (VPP) is a key member of the Senior Leadership Team. In partnership with the CEO, the VPP is the senior administrative officer responsible for all aspects of fundraising and donor relations, including campaigns and major gifts. This individual reports to the CEO and works collaboratively with the LO's board, staff, musicians, volunteers, donors, and prospective donors to drive strategic fundraising.

The Ideal Candidate:

The successful VPP is a proven philanthropy strategist and major gifts fundraiser with leadership experience. The VPP will serve as one of the Orchestra's principal ambassadors, cultivating meaningful relationships with major philanthropists, civic leaders, business executives, foundations, and influential community partners. This individual is strategic, a relationship builder, a strong listener, and someone who can craft a compelling case for support for the short and long term.

The VPP will partner with the CEO in creating and managing a strategic development plan that encapsulates how our donors dynamically impact the LO. The LO is building momentum upon recent fiscal success and is in a new growth phase, and the VPP is ready to build, mentor, and inspire a high-performing philanthropy team grounded in accountability, collaboration, innovation, and professional development. The VPP will foster a culture of strategic thinking, donor-centered fundraising, and continuous improvement.

The VPP is eager to lead annual contributed income campaigns including board, major donors, annual fund, corporate, government, foundation, and planned giving, executing ambitious fundraising goals set by the CEO and Board of Directors.

The VPP is excited to build a stronger, more vibrant community through the power of music.

Primary Duties and Responsibilities:

- Develop and execute a comprehensive long-term philanthropic strategy aligned with the Louisville Orchestra's strategic priorities and future growth.
- Partner with the CEO and Board to identify emerging opportunities for transformational philanthropy.
- Help shape organizational priorities by bringing donor perspectives, market intelligence, and philanthropic trends into strategic planning discussions.
- Serve as a trusted advisor to the CEO and senior leadership on fundraising strategy and donor engagement.
- Lead, mentor, and develop a high-performing philanthropy team to achieve ambitious contributed revenue goals while fostering accountability, collaboration, and professional growth.
- Oversee all aspects of philanthropy operations, including the annual fundraising budget, team portfolios, performance targets, initiatives, reporting, and progress to ensure fundraising goals are achieved.
- Develop and cultivate relationships with donors, sponsors, foundations, and significant funders
- Plan, implement, and manage capital, major gift, endowment, and planned giving fundraising programs, including activities related to individuals, foundations, corporations, and fundraising events, like the annual Gala.
- Solicit from a portfolio focused on individual major gifts, meeting or exceeding set targets.
- As the main point of contact to the Board Development Committee, actively engage the board in all fundraising activities on how to cultivate, solicit, and steward their network.
- Regularly attend concerts, donor events, social functions, professional networking events, and community events representing the LO.
- Other duties as assigned by the CEO.

Compensation and Benefits

The salary range for this position is \$150,000-175,000, commensurate with experience. Benefits include medical insurance, life insurance, vacation and sick time, a parking stipend, a 403 (b) contribution, and a variety of voluntary benefits.

Required Qualifications:

- Bachelor's degree.
- Demonstrated success securing five-, six-, and seven-figure philanthropic gifts.
- Proven ability to develop and execute comprehensive fundraising strategies that achieve ambitious growth objectives.
- Exceptional relationship-building skills with the ability to influence and engage diverse internal and external stakeholders.
- Experience building consensus among senior leadership, volunteer leaders, and donors.
- Demonstrated success leading high-performing fundraising teams through growth and change.
- Outstanding strategic thinking, judgment, diplomacy, communication, and executive presence.
- A history of Capital Campaign management and/or direct participation in a high-level staff role in the management of a Capital Campaign or campaign division.
- Experience in developing donor-specific cultivation, solicitation, and closure strategies and the management of a personal portfolio of major gift prospects.

- Demonstrated ability to foster and maintain effective, collaborative relationships with individuals, staff members, volunteer constituencies, individual donors, as well as foundations.
- Ability to develop compelling presentations, proposals, and grant applications.
- Evidence of effective volunteer management skills, which may include board management.
- Knowledge and passion for the performing arts are preferred; classical and symphony music a plus.
- Flexible and adaptable style.

To Apply:

Please send a cover letter along with your resume to:

Nathaniel Koch, Chief Operating Officer
nkoch@louisvilleorchestra.org