

CARMEL BACH FESTIVAL

Title: Director of Development

Classification: Full-time, exempt, year-round

Reports to: Executive Director

Supervises: Seasonal Staff

About the Carmel Bach Festival:

The Carmel Bach Festival (CBF) began in 1935 as a four-day series of concerts at the Sunset School Auditorium and the Carmel Mission Basilica. Over the years, it has grown to a two-week celebration of concerts, recitals, master classes, lectures, and open rehearsals in July. The Festival's mission is to celebrate the works, inspiration and ongoing influence of Johann Sebastian Bach worldwide by immersing audiences in a festival experience integrating music, education and ideas. Under the leadership of Artistic Director and Principal Conductor Grete Pedersen the organization offers innovative artistic programming.

The 89th season takes place July 11–25, 2026.

Position Summary:

The Carmel Bach Festival (CBF) seeks a dynamic and results-oriented **Director of Development**. This pivotal role will be responsible for developing and executing effective fundraising strategies across all aspects of the festival. This includes overseeing campaigns, stewardship, cultivation, and solicitation with donors across the philanthropic spectrum. This is a leadership position that will collaborate regularly with all department leaders to help shape the future of the festival.

Essential Duties and Responsibilities:

- Collaborate with the Executive Director and Development Committee to retain donors, increase giving, and solicit new gifts
- Plan fundraising events such as the annual gala, receptions, and stewardship events
- Maintain the donor database, process gifts, and acknowledgements
- Develop and maintain the department budget
- Build relationships in the community

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Qualification Requirements:

- Bachelor's degree preferred.
- Minimum of five years of experience in fundraising, with a strong preference for experience in the performing arts industry.
- Proven track record of meeting annual fundraising goals in a non-profit setting.
- Experience recruiting supervising full-time, part-time, and seasonal employees.
- Excellent interpersonal skills
- Proficiency in donor data management.
- Strong analytical skills and ability to interpret data.
- Attention to detail and excellent writing skills.

Annual salary range: \$94,000 – \$100,000, plus benefits

Must be regionally based. Partial remote work is available.

To apply please email your resume and cover letter to: HR@bachfestival.org with “Director of Development” in the subject line.