

Senior Director of Philanthropy + Business Relations



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The Candidate's Profile Characteristics

Arts Conservatory for Teens (ACT)

501(c)(3) Nonprofit Organization | St. Petersburg – Tampa – Sarasota

Arts Conservatory for Teens (ACT) is a rapidly-growing, mission-driven interdisciplinary arts education nonprofit dedicated to advancing educational equity and creative excellence for youth through the performing, visual, and creative technology arts. We prepare students to discover, develop, and deploy their talents—positioning them for high school completion, career readiness, and successful entry into college, apprenticeships, and professional creative industries.

ACT seeks a senior-level advancement leader who brings strategic rigor, sales acumen, and relational intelligence to scale philanthropic revenue, deepen business partnerships, and expand institutional visibility. This role is designed for a seasoned professional who understands that sustainable impact is built at the intersection of mission, relationships, and disciplined execution.

The Senior Director of Philanthropy & Business Relations is not transactional. They are a confident, polished, and persuasive architect of opportunity—equally adept at cultivating trust, closing complex gifts, and stewarding long-term partnerships across sectors and cultures.

The Ideal Candidate

Mission-Driven With Commercial Intelligence

Deeply aligned with ACT's mission and equally fluent in the language of sales, value creation, and customer cultivation. This leader understands how to translate mission into compelling investment opportunities that resonate with donors, corporations, foundations, and community stakeholders.

Senior-Level Strategist With Revenue Focus

Brings executive-level experience designing and executing comprehensive fundraising and business development strategies. They think long-term, build scalable systems, and deliver measurable outcomes—balancing vision with accountability.

Proven Sales & Relationship Builder

Demonstrates a strong background in sales, client acquisition, and relationship management. Skilled in prospecting, qualification, cultivation, closing, and stewardship. They are comfortable asking for significant investments and confident in articulating ROI, impact, and shared value.

Entrepreneurial, Agile & Opportunity-Oriented

Thrives in growth environments. Sees complexity as possibility and moves decisively. Continuously identifies new revenue streams, strategic alliances, and cross-sector partnerships that advance ACT's sustainability and reach.

Sharp, Timely & Witty Communicator

Exceptionally articulate, polished, and engaging. Brings intellectual agility, wit, and presence to every room—whether with C-suite executives, philanthropists, public officials, artists, or educators. Communications are crisp, persuasive, and always purposeful.

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Culturally Fluent & Cross-Sector Savvy

Highly effective working with diverse individuals, communities, and institutions across cultural, socioeconomic, and professional landscapes. Leads with cultural humility, global awareness, and inclusion-centered practice—ensuring all stakeholders feel respected, valued, and inspired.

Integrity-Driven Executive Leader

Exhibits sound judgment, discretion, and ethical stewardship. Earns trust through transparency, consistency, and values-aligned leadership. Represents ACT with credibility and excellence at the highest levels.

Emotionally Intelligent & Composed

Demonstrates calm authority, empathy, and clarity under pressure. Navigates high-stakes conversations, complex negotiations, and competing priorities with grace and precision.

Collaborative, Grounded & Team-Oriented

Leads without ego. Values partnership, feedback, and shared success. Builds internal alignment while empowering colleagues and volunteers to perform at their best.

Disciplined Executor With Relentless Follow-Through

Highly organized, proactive, and results-driven. Known for closing loops, meeting deadlines, and converting strategy into action. Holds self and others accountable to outcomes.

Core Expertise

The ideal candidate brings a strong, verifiable record in:

- Major gifts and high-net-worth donor cultivation
- Corporate partnerships and sponsorships
- Foundation relations and grant strategy
- Capital, growth, or comprehensive campaigns
- Long-term donor stewardship and retention
- Cross-sector business development and strategic alliances

Conclusion

The Senior Director of Philanthropy & Business Relations at Arts Conservatory for Teens is a senior-level revenue leader, relationship strategist, and cultural ambassador whose work will directly shape the organization's future and the lives of the youth it serves.

This is a role for a sharp, persuasive, and mission-centered professional who pairs sales excellence with heart, strategy with humanity, and vision with execution.

They are not just raising funds—they are building trust, expanding opportunity, and helping architect a lasting legacy for ACT and the next generation of creative leaders. If you are interested in learning more, please contact: info@artsconservatoryforteens.org and someone from the ACT team will follow-up with your inquiry.