



Development Director

Opera around the world in the 21st century is a vibrant and evolving art form and we're on the search for a high-performing strategic leader to join Opera Australia's Executive team as it brings an Australian stamp to telling great stories through music and song.

Based in Sydney at The Opera Centre, which will see a major redevelopment in the coming years, and with offices and rehearsal facilities in the Melbourne Arts Precinct, Opera Australia presents over 600 performances to more than half a million people annually. Operas, musicals and concerts are staged at the Sydney Opera House on Gadigal land, the Arts Centre Melbourne on Wurundjeri Woiwurrung land and in other major cities and regional locations across Australia - from Warrnambool to Wyong and Burnie to Bendigo.

You'll be joining a driven and solutions-oriented Executive Team that is committed to positive dialogue, shared accountability and responsibility, the building of a diverse and inclusive community and creative excellence.

Reporting to the CEO, the Development Director leads and manages the development function of Opera Australia, including the management of targeted fundraising and sponsorships, and will help to establish a more philanthropic-centric approach across the organisation.

You will have a demonstrated track record developing and growing diverse income streams including the management of philanthropy programs, success in the cultivation and solicitation of major gifts and inclusive and proactive leadership ability.

For a confidential discussion about this opportunity to join the team rethinking Opera Australia, please contact Judith Marks, Senior Consultant or Julie Baker, Consultant at Richmond Associates on +61 (0)2 8218 2185, or at info@richmond-associates.com. Further information, including the job description, is available here:

<https://richmond-associates.com/job/opera-australia-development-director/>

Applications close: **WEDNESDAY 21 FEBRUARY 2024**



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