

JOB TITLE: Director of Individual Giving (Part-Time, 50% FTE)

COMPENSATION: \$35/hr

REPORTS TO: Artistic Director & Director of Development

JOB SUMMARY: The Director of Individual Giving will be responsible for the development, management, implementation, and evaluation of individual fund-raising efforts consistent with PlayGround's needs and goals, working in partnership with PlayGround's Artistic Director, Director of Development, Director of Marketing & Communications, and other staff. This will include: annual appeals, performance-related donations, major gift cultivation and stewardship, fundraising events, multi-year campaigns, planned giving, and such other fundraising duties as may be assigned by PlayGround's Artistic Director and Director of Development. Total individual giving goal for FY27 is \$193k. This position will work in tandem with our Director of Development to achieve PlayGround's overall fundraising goals in support of both short and long-term funding needs. Candidates should have direct experience cultivating and stewarding major donors, designing/implementing donation campaigns, and planning/executing fundraising events, or applicable related experiences.

ABOUT PLAYGROUND: PlayGround is a leading playwright incubator and theatre community hub. Founded in 1994, PlayGround's mission is to support the development of significant new local voices for the theatre, with a core commitment to diversity, equity and inclusion. More than just another play development program, PlayGround focuses on the creation of a true theatre community by nurturing the collaborative process between early-career playwrights, established professional actors and directors, and local audiences. Over the past thirty years, PlayGround has developed a unique model for identifying and nurturing each community's best new writers, while helping them to build a significant body of original work. Since its founding, PlayGround has supported 400 early career playwrights, developing and staging 2,000 of their original short plays through the Monday Night PlayGround staged reading series and the PlayGround Festival. PlayGround has also commissioned 120 new full-length plays by 70 of these writers through its Commissioning Initiative and has directly facilitated the premiere of 40 works through its innovative New Play Production Fund. PlayGround's alumni have gone on to win local, national, and international honors for their short and full-length work, including recognition at the Tony Awards, Steinberg Awards, Glickman Awards (including 4 of the last 10), O'Neill National Playwrights Conference, Bay Area Playwrights Festival, New York International Fringe Festival, and others. Their works have premiered at numerous theatres throughout the Bay Area, including A.C.T., Berkeley Rep, SF Playhouse, Shotgun Players, and San Jose Stage, as well as across the country. PlayGround received the 2009 Paine Knickerbocker Award for outstanding contributions to Bay Area theatre, 3 BATCC Awards for Best Original Script for PlayGround commissions, a 2014 National Theatre Company Grant from the American Theatre Wing (founder of the Tony Awards®) and a 2016 Edgerton Foundation New Play Award. For more information about PlayGround, visit <http://playground-sf.org>.

WORKING CONDITIONS AND ENVIRONMENT: This year-round part-time position (20 hours/week) is largely remote though the Director of Individual Giving must be able to travel to meetings with individual donors and to various locations where PlayGround operates. Occasional evening hours required to meet deadlines or to assist with organization activities. Position is immediately open with a target start date of October 1, 2026.

TO APPLY: Email cover letter, resume, a relevant writing sample, and references to jobsearch@playground-sf.org with the subject line: Director of Individual Giving. *BIPOC, trans/gender non-conforming, Disabled, Neurodiverse candidates encouraged to apply.*