



Director of Philanthropy and Events

Organization: Kentucky Historical Society Foundation **Location:** Frankfort, KY (Hybrid)

Reports To: Executive Director **Classification:** Full-time, Exempt

History is in our veins. It runs through our days with the force of time. History, quite literally, made us.

Since 1991, the Kentucky Historical Society Foundation has partnered with the Kentucky Historical Society (KHS) to advance historical education and stewardship in Kentucky. Our work is more than preservation—it is about engaging the public, inspiring civic responsibility, and using history as a tool to cut through the noise, focus on the lessons of the past, and build a better future.

Kentucky Historical Society Foundation is a single-purpose 501c3 that exists solely to assist and support the Kentucky Historical Society, an independent corporate agency of the Commonwealth of Kentucky

Position Summary

The Director of Philanthropy and Events is a critical leadership role responsible for planning, executing, and growing the organization's fundraising efforts, with a strong emphasis on **corporate philanthropy** and **signature event creation and management**. This individual will be a key partner to the Executive Director, collaboratively developing and implementing a robust, successful yearly fundraising strategy to meet and exceed revenue goals and advance the mission of Kentucky Historical Society Foundation.

Key Responsibilities

I. Corporate Philanthropy and Major Gifts

- **Corporate Strategy & Pipeline Development:** Design, implement, and manage a comprehensive corporate engagement program focused on sponsorships, corporate foundation grants, employee giving campaigns, and in-kind partnerships.
- **Relationship Management:** Identify, cultivate, solicit, and steward a portfolio of current and prospective corporate donors and major individual gift prospects.
- **Proposal Development:** Lead the creation of compelling and customized corporate sponsorship packages that align the organization's needs with the company's philanthropic goals and marketing objectives.



- **Corporate Stewardship:** Ensure timely and meaningful recognition and reporting to corporate partners to maintain long-term, mutually beneficial relationships.
- **Data Management:** Maintain meticulous records of corporate and major donor activity, communications, and pipeline status using the organization's CRM database.

II. Fundraising & Donor Event Management

- **Signature Event Leadership:** Plan, execute, and manage Foundation's signature fundraising and cultivation events (e.g., annual gala, major donor luncheon, smaller-scale donor events) from concept through post-event wrap-up.
- **Revenue Generation:** Drive event revenue, primarily through securing corporate sponsorships, ticket sales, and auction/appeal efforts. Set and achieve aggressive financial goals for each event.
- **Committee Coordination:** Recruit, manage, and motivate event steering committee to ensure broad community and donor engagement.
- **Marketing & Communications:** Collaborate with KHS Marketing Department to develop marketing materials, invitations, and programs that effectively promote events and the organization's mission.

III. Fundraising Strategy and Leadership

- **Strategic Planning:** Work directly with the Executive Director and Board of Directors to formulate and execute the overall annual fundraising strategy, including setting measurable goals for all revenue streams (corporate, events, individual, grants).
- **Budget Management:** Develop, manage, and monitor the fundraising and event budgets, ensuring cost-effective practices and maximizing net revenue.
- **Reporting & Analysis:** Provide regular, detailed reports on fundraising progress, event performance, and corporate pipeline health to the Executive Director and Board.

Qualifications

- Bachelor's degree required.



- Minimum of [5-7] years of progressive fundraising experience, with demonstrated success in securing **corporate sponsorships and major gifts**.
- Proven track record of successfully **creating and managing high-level, revenue-generating events** (e.g., galas, benefits, conferences).
- Exceptional interpersonal and communication skills (written and verbal) with the ability to articulate the organization's mission and vision compellingly to diverse audiences.
- Proficiency with fundraising database software (e.g., Salesforce, Raiser's Edge) and Microsoft Office Suite.
- Ability to work evenings and weekends as required for events and donor meetings.

To Apply

Please submit a resume and cover letter detailing your specific experience in corporate philanthropy and event management to kgolightlysanderson@ky.gov
