



Boyden Executive Search Contact

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Position Summary

The Trilith Institute Inaugural Senior Director, Growth & Partnerships role is a unique opportunity for a visionary, strategic and confident fundraising/business development leader. The Senior Director will develop and implement long-lasting and sustainable fundraising success supporting the organization and its mission, economic and workforce growth for the city of Atlanta, and the film and television industry. This executive leader will be entrepreneurial, self-starting and innovative. They will be deeply committed to designing, leading, and executing comprehensive capital development, investor relationships and philanthropic strategy, ultimately driving multi-million-dollar annual capital and philanthropic campaigns across the dynamic intersection of education, workforce development, creative industries, and entertainment content.

The Senior Director will build and manage a diverse development and investor pipeline, cultivating high-value relationships with high-net-worth individuals, foundations, institutional partners, corporate entities, brand partners, family offices, and entertainment-aligned investors/funders. They will translate the organization's mission into compelling investment and partnership opportunities across its entire ecosystem, ensuring sustainable growth and impact.

Core Responsibilities

Strategic Capital & Philanthropic Development:

- Design, build, and execute an innovative and dynamic comprehensive multi-million-dollar annual capital-raising strategy, encompassing both philanthropic gifts and investment capital.
- Lead advanced research, prospecting, and qualification of new donors, investors, brand partners, corporate sponsors, and strategic relationships.
- Develop and manage a robust pipeline of donor and investment prospects in support of student scholarships and program sponsorships.
- Develop long-term strategies for scaling scholarship funds, identifying naming opportunities, and attracting anchor sponsors/investors.

- Own all grant writing and submission processes for local foundations, national arts organizations, corporate philanthropy programs, and other relevant funding bodies.

High-Level Relationship Management & Engagement:

- Take ownership of the full engagement cycle with key partners, from initial outreach and scheduling to pitch support, follow-up, and long-term stewardship.
- Prepare high-impact briefs, proposals, pitch decks, deal outlines, and creative summaries for internal leadership and external meetings.
- Manage and cultivate relationships within local Atlanta corporate ecosystem, ultra- HNW philanthropic community, and foundations/institutional partners.
- Help design gift/investment structures, sponsorship packages, and content-aligned partnership models that align with donor/investor interests and TI/A-Story priorities.
- Build advanced donor/investor stewardship systems to ensure partners remain deeply engaged and committed beyond initial projects or investments.

Operational Leadership & Cross-Functional Collaboration:

- Work closely with senior leadership on strategic planning, positioning, forecasting, and aligning all capital/donation-raising efforts with overarching organizational priorities.
- Collaborate with programming, higher education partnerships, and community teams to identify and design fundable initiatives.
- Track key performance indicators (KPIs), manage pipeline reports, and oversee timelines and goals for capital and donation fundraising and partnership commitments, ensuring transparency and accountability.
- Coordinate strategic overlaps with other organizational initiatives (e.g., education, industry access, workforce development initiatives at the Trilith Institute) to maximize impact and funding opportunities.

Team & Ecosystem Integration:

- Serve as a primary liaison with family offices, C-suite executives, agency partners, and civic/business leadership, integrating them into the organization's mission.
- Build annual giving strategies tied to events, community programs, and original productions.
- Create trusting relationships that will support collaboration with the CEO, COO, co-founders, corporate partners, brand teams, entertainment investors, family offices, C-suite executives, agency partners,

higher education institutions, arts organizations, community donors, and Atlanta's civic/business leadership.

Qualifications

- Minimum of 7+ years of progressively responsible executive-level experience in a combination of fundraising, business development, entertainment partnerships, investment capital strategy, or institutional partnerships.
- Demonstrated proven track record in raising multi-million-dollar capital or leading major corporate partnership portfolios and securing significant philanthropic gifts.
- Exceptional judgment, emotional intelligence, and relationship-building instincts. Comfort in engaging in donor/investor-facing conversations with senior executives and high-net-worth individuals.
- Comfortable pitching creative concepts and adept at navigating complex industry conversations.
- Highly adaptable and entrepreneurial approach with strategic communication and critical thinking skills.
- Ability to move quickly, operate autonomously, build effective structures, and thrive in a fast-moving, entrepreneurial environment.

Compensation

The salary range for this position is \$200,000 to \$250,000 dependent on relevant experience.

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About Boyden Global Executive Search

Established in 1946, Boyden pioneered the first organized approach to executive search. Boyden has a network of more than 350 professionals in over 75 offices in 45 countries. Worldwide, the Boyden culture is based on professionalism, integrity, high personal partner involvement, and a commitment to exceed client expectations.

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