

Tuesday, April 12, 2011

## Development Director

Instructions Interested applicants should email their resume and cover letter to [ydr@youngdancersinrep.org](mailto:ydr@youngdancersinrep.org) with [Share](#) | [Print](#) | [Download](#)  
 Development Director in the subject line.

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### YDR's Mission

To provide professional training that fosters growth and communication through dance via creative, educational arts programming and performances for children, youth and the general public—regardless of one's age, aptitude or ability to pay for classes.

### YDR's History and Programming

As professional dancers, Craig Gabrian and Carol Mezzacappa started YDR in 1985 as a pre-professional Touring Ensemble of 10 teenage artists. Their dual vision was to preserve Humphrey-Weidman modern dance principles and provide professional training to underserved youth with career aspirations in the world of dance. Ten years later, in response to community demand, YDR opened its Center for Dance Studies to provide classes to the general public. Today, YDR serves nearly 4,000 children and youth through direct services and brings the joy of dance through performances to audiences in the thousands. Programs have evolved to include Learning Through Dance (arts-in-education dance residencies in public schools), Out-of-School Time (afterschool performing arts), Dancing Through Brooklyn Parks (free summer dance workshops), and Celebrating Diversity Through Dance (free multicultural dance workshops).

### Responsibilities

- Architect and implement YDR's annual fundraising plan
- Prospect, cultivate, secure and increase financial support from major donors through YDR's end-of-year gala
- Work with Board of Directors to ensure 100 percent participation in annual giving efforts
- Facilitate and assist the Executive Director in scheduling of Board of Director meetings and committee meetings
- Write and implement two annual direct mail appeals; implement new strategies to increase annual appeal contributions
- Research, write proposals, secure and increase financial support from institutional donors at government agencies and foundations
- Manage deadlines for all foundation reports and government contracts
- Manage and facilitate scheduling of meetings and site visits with local government elected officials
- Manage and oversee data entry, reporting and gift entry for YDR's database, Gift Works
- Oversee and plan one to two small community cultivation events each year
- Facilitate adherence to the strategic plan's deadlines as it pertains to marketing, fundraising and board development
- Attend occasional evening events and meetings

### Qualifications

- Bachelors degree (must); Masters degree (plus)
- Two-plus years experience in development or sales in the private sector
- Track record of increased fundraising capacity or sales in the private sector
- Superior writing, editing, communication and interpersonal skills
- Ability and gift of communicating with various people and personality types
- Excellent organizational skills
- Aptitude for working with donor/customer databases
- Passionate and knowledgeable about classical dance and performing arts
- Familiarity with youth development practices
- Ability to juggle multiple, competing deadlines

-Pleasant demeanor and decorum

Salary is commensurate with experience. YDR offers a comfortable work environment in offices located in South Brooklyn, one block from the 18th Avenue stop on the N train.

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