

Sunday, June 8, 2014

## Gallim Dance Executive Director

Company: Gallim Dance

Location: Brooklyn, NY

Compensation: Salary commensurate with experience

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### GALLIM DANCE

#### EXECUTIVE DIRECTOR POSITION

#### ABOUT THE ORGANIZATION

Gallim Dance, a New York-based contemporary dance company, creates and performs original work by Artistic Director and Founder Andrea Miller. In 2014, Miller received the honor of being named a Guggenheim Fellow by the John Simon Guggenheim Memorial Foundation, for demonstrating exceptional creative ability. Founded in 2007, Gallim quickly captured the attention of fellow artists, presenters, and audiences. With an award-winning, plural body of work that explores movement in relationship to theater, visual art, music, and politics, Miller has developed a recognizable artistic language of fearless physicality and unprejudiced emotionality.

The company performs for over 15,500 audience members annually in premier venues including BAM, New York City Center, the Joyce Theater, Montclair University Peak Performances, Guggenheim Works & Process, the Vail International Dance Festival, and the Théâtre National de Chaillot in Paris. World premieres in 2014 include a site-specific dance installation at Lincoln Center's David Rubenstein Atrium and a commission from Hermès Paris. Gallim Dance also provides National Endowment for the Arts-recognized education programming to dancers and non-dancers in its home studio in Brooklyn, and beyond.

In addition to its artistic accomplishments, Gallim has been recognized for outstanding entrepreneurship in the arts by PBS NewsHour and the Juilliard School. For more information, please view our 2013 Annual Report:

<http://www.gallimdance.com/wp-content/uploads/2009/12/1-2013-Annual-Report-small.pdf>

#### ABOUT THE POSITION - EXECUTIVE DIRECTOR, GALLIM DANCE

The Executive Director reports to Gallim Dance's Board of Directors and works in partnership with the Artistic Director and the Board to develop and execute the strategic vision that supports Gallim Dance's artistic mission and values. The Executive Director will strive to enhance Gallim Dance's artistic recognition nationally and internationally, and will implement strategies to seek continued growth while ensuring organizational sustainability.

#### Primary Responsibilities:

1. Pursue the fulfillment of Gallim's mission, in accordance with the artistic vision of the Artistic Director, and in consultation with the Board.
2. Maximize contributed and earned revenue.
3. Lead expansion of Board and donor base.
4. Develop financial reports and review financial and operating performance, including the development and tracking of field-based and company-specific targets, criteria, and indicators.
5. Expand marketing, communications, audience development, and public image.
6. Guide the executive administration and operations of Gallim Dance.
7. Supervise an administrative team of three in operations, development and marketing; eight full-time dancers; multiple project-based production staff and artistic collaborators; as well as seasonal interns.

#### Ideal Strengths:

1. Executive leadership: Organizes and motivates people to accomplish goals and empowers them by providing clear direction and purpose through a positive, dynamic example of leadership.
2. Entrepreneurship: Prioritizes activities to meet organizational goals and responsibilities, in a fast-paced and entrepreneurial environment.
3. Results orientation: Identifies strategic initiatives and embraces a comprehensive organizational focus that most effectively mobilizes human, technical and financial resources to maximize results.
4. Interpersonal skills: Initiates and develops constructive and productive relationships, in support of Gallim's artistic direction, and collaborates with a diverse range of people both internally and externally.
5. Communication skills: Communicates and relates to others clearly and considerately, in order to effectively advocate for and transmit the company's interests to a variety of stakeholders.
6. Teamwork: Contributes positively and productively to the team and builds trusting and supportive relationships with colleagues and stakeholders.
7. Self-starting: Initiates and sustains momentum independently and is proactive in seeking new opportunities.

8. Artistic appreciation: Has a passion for the arts, and appreciates its multiple values and social relevance.

Qualifications:

Bachelor's degree required and advanced degree preferred, with a track record of increasing levels of general management responsibility. Passion for and demonstrable results in an arts organization, with knowledge of the dance world preferred. Excellent verbal and written communication skills, a dynamic public presence and compelling speaker, strong organizational and collaboration skills, and the ability to develop strong and mutually supportive relationships with the Artistic Director and Board, in addition to the staff, dancers, presenters, audiences and all those who make up the Gallim Dance family.

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[< back](#)

[previous listing](#) • [next listing](#)