

Tuesday, August 5, 2014

## Director of Major Gifts

Company: Alvin Ailey American Dance Theater  
Location: New York, NY

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Alvin Ailey Dance Foundation, one of the world's premier dance institutions, seeks a motivated and personable team player to strategically lead the organization's major gifts efforts. Alvin Ailey Dance Foundation is a nonprofit organization comprised of the Alvin Ailey American Dance Theater, Ailey II, The Ailey School, and Ailey's Arts in Education Programs.

The organization's mission is to further the pioneering work of Alvin Ailey by establishing an extended cultural community which provides dance performances, training, and community programs for all people. As important as its artistic and educational mission, the Ailey organization plays a social role, using the beauty and humanity of the African American heritage and other cultures to inspire and unite people of all races, ages and back grounds.

Named "Cultural Ambassador to the World," by a United States Congressional Resolution, Alvin Ailey American Dance Theater numbers 31 of the most talented dancers in the world, and its diverse repertory is unparalleled in modern dance. A typical season includes engagements in its home base of New York City: 5 weeks each winter at New York City Center and 2 weeks each spring at Lincoln Center, a 20 city United States tour and extensive international touring. Annually, nearly 500,000 people experience Ailey performances and programs.

A multifaceted organization, the Ailey family also encompasses Ailey II, a second company dedicated to the development of young artists and community outreach; The Ailey School, a world-class dance academy which provides instruction to a diverse group of students aged 3-25; and Ailey Arts in Education and Community Programs which provide young people from diverse cultural and economic backgrounds the opportunity to explore dance, build self-esteem and develop life skills.

The Director of Major Gifts must be a dynamic and strategic leader with a proven track record of working directly with top donors identifying, securing, and stewarding major gifts. The Director will lead the planning and implementation of the major gifts program and oversee Ailey's Artistic Director's Circle.

Successful candidates will have 7+ years of senior-level fundraising experience, demonstrated their ability to work both independently and collaboratively, and have a knowledge and appreciation for dance. Reporting to the Senior Director of Development, the Director of Major Gifts will work closely with the Board of Directors, Executive Director, Artistic Director, and colleagues across the Ailey organization.

Responsibilities include, but are not limited to:

- Growing the major gifts program to support Ailey's diverse artistic and educational programs by identifying, evaluating and cultivating prospects, soliciting and securing gifts, and stewarding donors

- Expanding the Artistic Director's Circle

- Work closely with the Board of Trustees, the Executive Director, the Artistic Director, the Senior Director of Development and colleagues from across the Development Department and the organization to create and execute clear and comprehensive individual giving plans

- Leverage Ailey's New York and tour engagements to advance organizational initiatives and cultivate and steward donors

- Create exciting and interesting cultivation events and opportunities to engage individual donors

- Develop a pipeline of prospects for the Artistic Director's Circle and major gifts

- Develop and promote highly visible donor recognition programs

### Skills/Qualifications

- Understanding of how to create and implement major gift fundraising initiatives, grow high-level donor giving circles, knowledge of capital and special campaigns and planned giving programs is a plus

- Strong communication, interpersonal, and presentation skills

- Excellent judgment and the ability to lead, work independently, and as a member of a team

- Mature and highly organized, pays close attention to detail, ability to establish objectives, clearly articulate plans, set and meet deadlines, and to "multi-task" in a fast-paced and goal oriented environment

- Knowledge of dance, performing arts, and cultural organizations

- Willingness to work flexible hours and to be available for Ailey's New York City Center and Lincoln Center seasons, work evenings and weekends and travel as needed

- Experience with donor databases Raiser's Edge preferred

- Knowledge of prospect research tools and best practices for non-profit organizations

### Experience/Education

- Seven plus years of experience working in a multi-faceted fundraising office in a senior role

- Preferable candidates will have experience working with individual donors and an understanding of how to best incorporate special events into giving programs

- Experience working with performing arts and cultural organizations and a knowledge of New York City's philanthropic circles is preferred

- Bachelor's degree required/Master's Degree preferred

To apply for this position please provide:

Resume

Cover letter detailing your interest in this position at Alvin Ailey Dance Foundation, Inc. and salary requirements

Contact information for two references

Alvin Ailey Dance Foundation is an Equal Opportunity Employer. Employment is based upon personal capabilities and qualifications without discrimination based on race, color, religion, creed, sex, sexual orientation, national origin, age, disability, marital status, veteran status, citizenship status, or any other protected characteristic as established by law.

To apply, please click on this link: [devojobs@alvinailey.org](mailto:devojobs@alvinailey.org)

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