Thursday, February 28, 2019

General Manager - DF58

Company: Alvin Ailey Dance Foundation
Location: New York, NY
Compensation: DOE

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Alvin Ailey Dance Foundation, one of the preeminent and most beloved dance institutions in the world, seeks a dynamic leader to supervise and direct the operations of Alvin Ailey American Dance Theater and its second company Ailey II.

OVERVIEW: Alvin Ailey Dance Foundation is a not-for-profit organization that supports the activities of Alvin Ailey American Dance Theater, Ailey II, The Ailey School, Ailey Arts In Education & Community Programs, and the Ailey Extension. Ailey is widely regarded as a popular ambassador of U.S. culture and one of the world's premier dance companies. Annually, over 500,000 people experience Ailey performances and programs. Ailey's home is The Joan Weill Center for Dance in midtown Manhattan, the largest complex dedicated exclusively to dance in New York City, the dance capital of the world. The Center was recently expanded to include the new Elaine Wynn & Family Education Wing and now boasts 16 studios and 2 classrooms, in addition to a 270-seat theater.

MISSION: Alvin Ailey Dance Foundation's mission is to further the pioneering vision of the choreographer, dancer, and cultural leader Alvin Ailey by building an extended cultural community which provides dance performances, training and education, and community programs for all people. This performing arts community plays a crucial social role using the beauty and humanity of the African American heritage and other cultures to unite people of all races, ages and backgrounds.

ALVIN AILEY AMERICAN DANCE THEATER: Founded by Mr. Ailey in 1958, Alvin Ailey American Dance Theater now annually reaches about 300,000 audience members across the globe. Since its inception, the Company has performed in 71 countries on 6 continents for an estimated 25 million people at venues worldwide, plus tens of millions more people via television appearances. In 2008, the Ailey company was designated "a vital American cultural ambassador to the world" by the United States Congress. The Company numbers 32 of the most talented and versatile dancers in the world, and its diverse repertory is unparalleled in modern dance, encompassing more than 250 works by over 100 choreographers. A typical Alvin Ailey American Dance Theater season includes a U.S. tour to approximately 20 cities, extensive international touring, and two engagements in its home base of New York City: 1 or 2 weeks each spring at Lincoln Center and 5 weeks each winter at New York City Center, where Ailey
is the Principal Dance Company.

Ailey II was founded in 1974 in response to Mr. Ailey's dual concern for the development of young artists and new dance audiences. Ailey II is comprised of 12 of The Ailey School's most talented scholarship students. They have become a renowned performing company with extensive performances in a variety of venues, ranging from the theaters to special performances for senior citizens. Ailey II reaches audiences in more than 40 cities each year throughout the United States and tours internationally.

POSITION DESCRIPTION: The General Manager supervises and directs daily operations for AAADT and Ailey II. The GM will work with Artistic Director Robert Battle, and in conjunction with Ailey II Artistic Director Troy Powell, to realize their artistic vision on stages and in communities throughout the world, and with Executive Director Bennett Rink to develop the business plans and budget goals that will ensure the continued success of both companies. The GM is responsible for planning all aspects of the Companies' self-produced engagements in New York and Atlanta, and for managing the negotiations and relationships with presenters in markets across the U.S. and internationally. The GM reviews and approves the annual budgets for both companies and ensures that the business goals are realized. The GM will supervise a highly skilled team of production and business professionals and strive to create a culture of comradery and collaboration amongst the production department and
the dancers, choreographers and other creative artists who work with AAADT and Ailey II.

REPORTS TO: Executive Director Bennett Rink and Artistic Director Robert Battle

DIRECT REPORTS: Company Manager (AAADT), Production Stage Manager (AAADT), Technical Director (AAADT), Director of Company Business Affairs (AAADT and Ailey II) and Production Associate. [Note that the Ailey II production staff reports to the Director of Company Business Affairs.]

ESSENTIAL RESPONSIBILITIES

* Liaise with Artistic Directors to ensure artistic vision is achieved, including the development and well-being of dancers, and the planning of repertory and special programs
* With the production team, plan annual operating budgets including budgets for touring, creation of new works, and capital expenditures, and maintain budgets to ensure that targets are being met.
* Supervise technical crew, stage and company management.
* Work with outside booking agencies to plan tours and negotiate desirable contract terms.
* Manage relationships and contracts with all venues, presenters, choreographers, designers, dancers, and technical crew.
* Negotiate Fees and Royalty agreements for all new works, including choreographers, designers and music licensing and rights
* Manage presenter settlements as well as reconciliation of box office revenues for self produced engagements
* Maintain communication with and between Artistic, dancers, administrative and technical staff as necessary
* In coordination with the Technical Director and Production Stage Manager, plan the production elements of new and existing works.
* Oversee and approve touring itineraries, rehearsal and technical schedules, including production schedules for creation of new works, coordinating with other departments as necessary.
* Work with the Technical Director to approve all venues.
* Work with Technical Director to oversee warehouse operations.
* Work with the Company Manager to approve all hotels and means of travel.
* Oversee special projects involving dancers and crew, including film and media ventures.
* Handle all internal relations, including union matters, dancer/crew personnel issues, coordinating performance reviews on behalf of the Artistic Directors.
* Participate in negotiations with AGMA, the dancers' union, for periodic Collective Bargaining Agreements and ensure that Company operations are in compliance.
* Work collaboratively with other departments and creative divisions at Ailey, including The Ailey School, Ailey Arts in Education and

Community Programs, and the Ailey Extension.
* Attend Board meetings and make presentations as assigned by Executive Director.

QUALIFICATIONS AND EXPERIENCE

The successful candidate will be an efficient, effective, and creative senior leader, capable of overseeing the complex operations of two dance companies.

Specifically, the candidate will need to possess the following:
* A minimum of 10 years of significant leadership experience in the field, specifically in managing the operations of a touring performing arts entity.
* Demonstrable success in working with artists to deliver performances of the highest artistic standards.

Key attributes include the following:

* Team-oriented, collaborative spirit with exceptional interpersonal skills and the ability to forge strong relationships with internal and external stakeholders;
* Appreciation and understanding of the performing arts, particularly dance;
* Strategic, analytical and detail-oriented;
* Strong motivational and communication skills;
* Commitment to travel as necessary to meet tour operations and maintain presenter relationships.

To apply for this position visit https://www.alvinailey.org/about/job-opportunities and click on the apply link and upload one file (accepted formats include .doc, .docx, .txt, or .pdf) that contains the following items:
* Cover letter detailing your interest in this position at Alvin Ailey Dance Foundation, Inc.
* Resume & Salary Requirements
* Contact information for two references

No Phone Calls Please.

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555-555-5555
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