

Wednesday, December 12, 2012

## Gibney Dance/Center Development Director Search

Qualified applicants should send a resume and cover letter detailing interest and qualifications to: [hiringdirector@gibneydance.org](mailto:hiringdirector@gibneydance.org), Attention: Hiring Director

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### GIBNEY DANCE/CENTER

#### DIRECTOR OF DEVELOPMENT

#### JOB DESCRIPTION

##### Summary Statement

The Development Director will be responsible for achieving fundraising goals for a multi-faceted, performing arts/community action organization, Gibney Dance/Center. The organization has recently experienced extraordinary growth and is embarking on a Three Year Growth Initiative to leverage near-term opportunities. The Development Director, working in partnership with the Artistic & Executive Director, will formulate and implement development strategies and practices in an entrepreneurial and forward-thinking environment. As part of a small internal leadership team, this new position is key to the anticipated growth and ongoing success of Gibney Dance/Center.

##### Responsibilities

The key responsibilities of the Development Director will include:

- Create and implement the organization's annual fund raising strategy and plan
- Lead and manage the organization's overall development efforts
- Manage a Three Year Growth Initiative designed to increase individual and institutional support
- Cultivate and nurture relationships with current and potential institutional and individual supporters
- Write grant proposals and final reports to corporate, foundation, and government funders
- Develop and grow Gibney Dance's individual donor base; manage annual giving campaign; cultivate major gifts
- Manage the organization's annual fund raising Benefit
- Lead and manage ongoing Board development, engagement and fund raising capacity
- Train and lead staff to support fundraising and marketing/communications efforts
- Develop and implement comprehensive marketing and public relations strategy

##### Education

Bachelor's degree and/or equivalent prior experience. Relevant professional development training.

##### Qualifications

- 5 years of development experience in a performing art organization
- Demonstrated commitment to advancing the dance/performing arts field
- Proven track record of achieving revenue targets and/or a quota of at least \$1M annually
- Proven management and leadership capabilities
- Ability to work in a fast-paced, entrepreneurial environment
- High energy, high degree of initiative, resourceful, strong attention to detail
- Positive, flexible, able to work in a team
- Strong verbal communication skills and demonstrated ability to write clearly and persuasively
- Demonstrated ability to think strategically and thorough understanding of strategic development
- Demonstrated ability to prospect, cultivate, and manage donors and funders
- Strong partnership building and event planning skills
- Thorough understanding of all components of a diversified funding base
- Good computer skills and working knowledge of data base programs

##### Salary

Salary commensurate with experience. Excellent working environment.

Gibney Dance/Center is an equal opportunity employer.

### ABOUT GIBNEY DANCE

[www.gibneydance.org](http://www.gibneydance.org)

Gina Gibney Dance, Inc. ("Gibney Dance") is a groundbreaking organization that blends artistic excellent and community action. Gibney Dance has established a stunning company of dancers, preeminent social action initiatives and a newly expanded dance center at 890 Broadway. The mission of Gibney Dance is to bring the power of movement and creativity where it would not otherwise exist. Gibney Dance's vision is to be a trailblazing force in society, tapping into the vast potential of movement, creativity and performance to effect social change and personal transformation. Gibney Dance's interrelated fields of action – Company, Community Action and Center – share a belief in the transformative power of movement and creativity.

Gibney Dance Company creates and performs original, compelling contemporary dance works that blend technical virtuosity and emotional expression.

Gibney Dance Community Action brings the possibility of movement and self-expression to new, underserved audiences, most significantly domestic violence survivors living in New York City shelters.

Gibney Dance Center (GDC) develops and sustains programs that support creativity, engagement and connection. Founded as Studio 5-2 in 1991, the Center expanded dramatically in 2011 through an extraordinary opportunity to assume operation of nearly 15,000 square feet of prime dance space at 890 Broadway. The new GDC is an integrated complex of seven exceptionally spacious studios that offer a friendly, focused working environment housed in an historic performing arts building. Fueling the creative machine of dance in New York City, the

mission of the new GDC is to "make space for the future of the performing arts." GDC makes high quality, affordable rehearsal space broadly available and accessible to nonprofit dance endeavors. GDC also provides a creative hub for the dance community through unique programs and services. In 2012, GDC launched a number of exciting new programs in service of the dance field, including Guess Who's in the Greenroom, Show/Share, Center Line Town Halls and Dance in Progress (DiP), an innovative residency program for mid-career artists.

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