

Wednesday, October 2, 2013

Director of Development

To apply or to refer candidates, please contact Zena Lum, Search Director, Lois L. Lindauer Searches, zlum@lllsearches.com

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LOIS L. LINDAUER SEARCHES is proud to partner with Jacob's Pillow Dance in its search for a Director of Development to help take the organization to a new level of achievement. A National Historic Landmark and National Medal of Arts recipient, Jacob's Pillow is home to America's longest-running international dance festival; The School at Jacob's Pillow, year-round Community Education and Intern programs; Archives, Preservation, Scholars and Fellows programs; and Creative Development Residencies. It is located in the beautiful Berkshire Hills of Western Massachusetts, approximately two and one-half hours from New York City and two hours from Boston.

Called "the dance center of the nation" by *The New York Times*, in 2014 the Pillow will celebrate its 82nd season as a renowned annual international Festival.

This is an ideal position for an energetic, experienced development professional seeking a leadership role in one of the nation's premiere arts organizations. As a member of the executive team, the Director of Development will be a thought partner to Executive and Artistic Director Ella Baff and General Manager Connie Chin, and work closely with the Board and senior staff. The organization is in strong and stable financial health. It does not carry any deficit. It has cash reserves; an endowment; a committed Board ready to fundraise; engaged and loyal donors; a talented development staff eager for direction; renowned and respected artistic, educational, engagement, and preservation programs, and an internationally recognized brand. A proactive executive will be able to hit the ground running to take philanthropy at Jacob's Pillow to the next level.

The Director of Development is responsible for creating a strategy and development plan to increase contributed revenue. S/he manages a department budget of \$600,000 and a team of five. The Director, in collaboration with the team, will establish ambitious, yet achievable performance metrics that ensure the activities of the department meet both annual and long-range fund raising goals. S/he will ensure that processes and procedures that support achieving goals are clearly defined and reviewed regularly.

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