

Wednesday, August 23, 2017

## Director of Development

Company: RIOULT Dance NY  
Location: NYC, NY  
Compensation: 50,000-60,000

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RIOULT Dance NY seeks a Director of Development to manage:

individual,

institutional,

campaign, and

Board related fundraising activities and events.

RIOULT Dance NY is poised for considerable growth with the spring 2018 opening of the new RIOULT Dance Center in the Kaufman Arts District in Astoria Queens. The Director of Development, reporting to the Executive Director and serving as a member of the management team, will manage both annual and campaign efforts to grow the Company's donor base and increase contributed revenue by 50%.

### RESPONSIBILITIES

Implement and oversee a comprehensive fundraising plan that includes, but is not limited to, the annual giving, campaign, corporate and foundation support, program support, and annual Gala, to meet institutional needs

Create and execute strategies for the identification, cultivation, solicitation, and stewardship of current and new donors, including individuals, corporations, foundations, and government entities

As the Company's lead front-line fundraiser, solicit targeted requests for annual giving and for The Campaign for RIOULT Dance Center

Oversee the day-to-day operations and management of the Campaign that includes, but is not limited to, portfolio management, preparation of customized briefing and solicitation materials, oversight of timely donor acknowledgements and stewardship, and maintenance of a list of funded recognition opportunities and available programmatic funding opportunities

Build the annual Development Department budget

Manage and communicate regularly with Board and Chairman's Council members, Development Committee, and staff, and guide them towards greater involvement in fundraising

Facilitate special events that include, but are not limited to, annual Gala, campaign cultivation, and regional cultivation to advance fundraising goals

Oversee the Development Assistant

Work collaboratively with the Executive Director to achieve organizational and fundraising goals

### QUALIFICATIONS

Minimum of four to five years in fundraising, grant-writing, and/or nonprofit management

Bachelor's degree required, Master's degree preferred

Superb written and oral communication skills

Proven ability to prioritize and deliver within a multi-faceted organization

Excellent interpersonal and networking skills and a collaborative working style

Proficiency with Microsoft Office Suite (Word, Excel, PowerPoint) and Salesforce or other CRM software

Demonstrated ability to build creative and mutually beneficial partnerships within the nonprofit, public, and corporate sectors

Familiarity with NYC and NYS government contracts

Commitment to the mission of RIOULT Dance NY

RIOULT Dance NY is committed to supporting the creation of new works by founder and choreographer Pascal Rioult; to communicating the essence and intensity of his artistic vision; to sustaining its company of dancers; and to educating and expanding audiences for modern dance at home and through touring, nationally and internationally. Founded in 1994, RIOULT Dance NY fast became an established name in modern dance with a reputation for presenting the sensual and exquisitely musical works of Pascal Rioult. The NYC-based dance company presents an annual NY Season, tours nationally and internationally, conducts extensive in-school arts education and community outreach programs, and offers public dance training through classes, workshops, and intensives.

The Campaign for The RIOULT Dance Center will make it possible to establish a permanent home for the Company, a resource for the Queens community, and a nexus for dance and dancers in the Kaufman Arts District.

This is a full-time, onsite position at RIOULT's offices with occasional weekend and evening work required. Salary is commensurate with experience. Please send a cover letter detailing qualifications, and resume to [amy@rioult.org](mailto:amy@rioult.org) and title the email Director of Development Job.

RIOULT Dance NY is an Equal Opportunity Employer and does not discriminate on the basis of race, color, gender, sexual orientation, national origin, age, disability, veteran status, or any other legally protected status under local, state, or federal law.

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