

Thursday, May 31, 2018

SENIOR DIRECTOR OF DEVELOPMENT/CHIEF DEVELOPMENT OFFICER, NEW YORK CITY BALLET

Company: New York City Ballet
Location: New York, NY

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NEW YORK CITY BALLET

The New York City Ballet (NYCB) seeks a highly motivated, experienced, collaborative, and creative individual with a demonstrated track record to serve as Senior Director of Development/Chief Development Officer. The Senior Director of Development/Chief Development Officer will be responsible for providing leadership to and management of the fundraising department in order to achieve an annual contributed income goal of approximately \$26 million in FY2019, and for developing strategies to increase overall contributed income significantly in future years, in addition to overseeing the completion of the Company's \$70 million capital campaign currently underway of which \$65 million has been raised to date.

The Senior Director of Development/Chief Development Officer will oversee a staff of twenty who seek contributed annual funds via five major fundraising sectors: foundation and government support; membership; major gifts; corporate sponsorships and special events (galas); and two additional staff members who manage the capital campaign. The successful candidate will work closely with members of the Board of Directors and will be the lead staff person dedicated to the Board's Development, Campaign and Nominating Committees and will serve as an integral member of the Senior Management Team.

New York City Ballet is one of the foremost dance companies in the world, with an unparalleled repertory of ballets, nearly all created for NYCB, many of which are considered modern masterpieces. The Company remains dedicated to the vision of its founders in pursuing two primary objectives: to preserve the ballets, dance aesthetic, and standards of excellence they established; and to develop new work that draws on the creative talents of contemporary choreographers and other artists. This mission is accompanied by a commitment to expand the audience and make ballet accessible to the widest possible public. Initiatives and strategies in programming, media, promotions, and strategic partnerships over the past several years have helped raise the organizational profile, enhance the brand, and grow and diversify audiences. A recently-launched diversity and inclusion initiative has full and enthusiastic support of the board and staff, and is already beginning to have an impact.

The Company was founded in 1948 by visionary arts patron Lincoln Kirstein and legendary choreographer George Balanchine, with the goal of producing and performing a new ballet repertory that would re-imagine the principles of classical dance. Today the Company has 94 dancers, a 62-member orchestra, an affiliated school (the School of American Ballet), and a laboratory for choreography (the New York Choreographic Institute). The Company performs a 21-week season in New York City each year, in addition to annual seasons at both its summer home at the Saratoga Performing Arts Center in upstate New York and at the Kennedy Center for the Performing Arts in Washington, DC.

A bachelor's degree is required for this position as is at least ten years of progressive fundraising and management experience at a senior level preferably in a cultural institution, with a demonstrated track record of raising significant funds from a variety of sources. All applications must be accompanied by a cover letter and résumé.

To apply for this position, visit:

<https://opportunities.aspenleadershipgroup.com/opportunities/373>

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