

Tuesday, February 5, 2019

Ballet Hispánico - Associate Director of Philanthropic Engagement

Company: Ballet Hispánico
Location: New York, NY

► [Share](#) | [Print](#) | [Download](#)



About Ballet Hispánico

Ballet Hispánico is America's leading Latino dance organization. As an American arts institution, we provide artists, young people, and communities of color a platform for creative immersion. As a cultural ambassador to the world, Ballet Hispánico brings people together to celebrate the depth and beauty of Latino cultures. Nearly 50 years ago, the organization's founder, National Medal of Arts recipient Tina Ramirez, sought to give voice to the Hispanic experience and break through the stereotypes of her time. Today, acclaimed choreographer and former company member Eduardo Vilaro leads Ballet Hispánico and its mission of providing social equity, cultural identity, and quality arts education for all.

Position Description

As we approach our 50th anniversary in 2020, the Associate Director of Philanthropic Engagement plays a key role in Ballet Hispánico's exciting goal to undertake a major campaign to support expansion of our nationwide education programs, cultural community engagement events, and performances throughout the world. As part of this exciting environment, the Associate Director identifies, develops, and increases major gift support from individual prospects to increase awareness and support of our goals. Reporting to the Chief Development Officer and supported by the Development Assistant, the Associate Director is a key member of the External Affairs team and works closely with senior leadership to cultivate prospects and donors to increase annual contributed income and meet the ambitious goals of a five-year 50th anniversary campaign. This is an extraordinary opportunity to work with culturally and artistically significant organization and lead a major campaign initiative from its inception.

Responsibilities

- Work closely with the Chief Development Officer, anniversary campaign consultant, and Board leadership, oversee the implementation and execution of the 50th Anniversary Campaign
- Conceptualize, plan, and execute a series of annual campaigns to reach contributed income goals from individuals
- Develop a three-year plan for growth, including milestones that fit with our ambitions and resources
- Organize our overall fundraising outreach to create a pipeline of regular, recurring donors who develop loyalty to Ballet Hispánico and a desire to give more
- Build and manage a portfolio of new and existing relationships with donors and other revenue-based partners
- Work with our Board and volunteers to identify, cultivate, qualify and solicit major gift prospects and provide stewardship in recognition of their philanthropy
- Develop strategies for identifying potential prospects and growing the donor base
- Lead fundraising for annual \$1 million+ Gala
- Manage the major donor *Nuestro Futuro* Scholarship program
- Represent Ballet Hispánico at donor meetings and other events as needed
- Continuously provide statistical analysis on giving trends and progress toward goals
- Supervise the administration of Salesforce, Classy, and wealth screening tool to ensure that best practices are being implemented by department staff members
- Instill sense of shared responsibility for fundraising and development practices throughout Ballet Hispánico
- Inspire the respect and confidence of stakeholders, corporate executives, foundation executives and our Board
- Perform other duties as requested

Attributes and Qualities

- Bachelor's degree required; Master's preferred
- Minimum of five years of nonprofit fundraising experience; demonstrated success in a development function (managing and forging relationships with multiple donor sources)

- Able to be a creative and resourceful problem-solver who can deal with some level of ambiguity and strive to build consensus and execute strategy
- Strong knowledge of principles, ethics, and best practices of successful fundraising
- Ability to think strategically and capitalize on opportunities
- Proven ability to solicit and close gifts
- Demonstrated success in growing fundraising programs and exceeding goals
- Effective writing skills, especially to varied audiences (external solicitations, personal correspondence, etc.)
- Understanding of all components of a diversified funding base
- Excellent interpersonal skills, including flexibility, sense of humor and ability to communicate professionally and diplomatically with a wide variety of constituencies
- Fosters and nurtures relationships with colleagues, volunteers and donors
- Highly organized and detail-oriented
- Competency and experience managing fundraising database, email system, and wealth screening tools
- Knowledge of Microsoft Office Suite
- Fluency in Spanish desirable, though not required
- Genuine appreciation for and commitment to Ballet Hispánico's mission

Compensation and Benefits

Salary is commensurate with experience and skills. Ballet Hispánico is committed to a competitive salary and benefits plan that provides opportunities for professional development and supports work-life balance.

How to Apply

If you wish to be considered, please send a cover letter describing your interest in the position and your resume to vmartinez@ballethispanico.org. No phone calls, please.

Ballet Hispánico is an Equal Opportunity Employer.

Ballet Hispánico
167 West 89th Street
New York, NY, 10024
ballethispanico.org

For more information:
Ballet Hispánico
vmartinez@ballethispanico.org

[< back](#)

[previous listing](#) • [next listing](#)