

Tuesday, April 19, 2022

## Chief Development Officer

Company: Ballet Hispanico

Location: New York, NY

Compensation: \$175,000 - 200,000

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**ABOUT BALLET HISPÁNICO:** For more than 50 years, Ballet Hispanico has been the leading voice intersecting artistic excellence and advocacy and is today the largest Latinx cultural organization in the United States and one of America's Cultural Treasures. Ballet Hispanico brings communities together to celebrate and explore Latino culture through innovative dance productions, transformative dance training, and enduring community engagement experiences.

Ballet Hispanico has always focused on providing a haven for Black and Brown Latinx youth and families seeking artistic place and cultural sanctuary. By providing the space for Latinx dance and dancers to flourish, Ballet Hispanico uplifted marginalized emerging and working artists, which combined with the training, authenticity of voice, and power of representation, fueled the organization's roots and trajectory. In 2009, Ballet Hispanico welcomed Eduardo Vilario as Artistic Director, ushering in a new era by inserting fresh energy to the company's founding values and leading Ballet Hispanico into an artistically vibrant future. Today, Ballet Hispanico's New York City headquarters house a School of Dance and state-of-the-art dance studios for its programs and the arts community. From its grassroots origins as a dance school and community-based performing arts troupe, for fifty years Ballet Hispanico has stood as a catalyst for social change. For more information about Ballet Hispanico, please visit [www.ballethispanico.org](http://www.ballethispanico.org).

**THE OPPORTUNITY:** The Chief Development Officer (CDO) is a key member of the chief executive team and will work closely with the Artistic Director and CEO, Eduardo Vilario, and a passionate and engaged board and staff. Ballet Hispanico is about to embark upon a comprehensive strategic planning process to identify new opportunities to showcase and leverage the organization's world-renowned dance company, school of dance, and thought leadership in the arts, culture, education, and social justice spaces.

The CDO will develop and lead a development program that enhances the existing culture of philanthropy and brand awareness of Ballet Hispanico. Reporting to the Artistic Director & CEO, the CDO leads a team that currently includes the Assistant Director of Institutional Relations, Manager of Individual Giving, Event Manager and Development Associate.

**FUNDING:** Ballet Hispanico has a current annual operating budget of approximately \$7.5M. Sources include performance income, tuition, studio rental income, and charitable support from government, foundations, corporations, and board members and other individual donors.

**IDEAL Qualifications:** An appreciation for Ballet Hispanico's organizational culture and a genuine interest in its mission and strategic direction; progressively responsible experience in development leadership for not-for-profit institutions, preferably in the performing or visual arts; a love of dance and the broader performing and cultural arts; demonstrated success working with a passionate, driven, and creative CEO; ability to drive growth; proven success as a front-line major gift fundraiser; confident leader able to inspire, motivate, and mentor a team; solid experience working with board members, donors, and high-net-worth individuals; able to drive strategy and also be hands on; tech savvy and able to analyze trends and results and explore new tactics; knowledge of the NYC philanthropic, social, and business communities (candidates from other geographic regions will also be considered provided they have experience in a large, competitive philanthropic market); ability to craft persuasive messaging; initiative taker who works well within a fast-paced environment and effectively manages multiple complex projects; charismatic and engaging—a superior relationship builder; ability and willing to attend evening/weekend performance and programming activities; able to work effectively with artists and performers.

Howe-Lewis International is pleased to have been retained by Ballet Hispanico to assist with this exciting search. To apply, please [click here](#) or visit [howe-lewis.com](http://howe-lewis.com) and click on the "Assignments" tab on the top menu.

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