

Thursday, February 22, 2024

Development Manager (Full Time)

Company: Peridance Contemporary Dance Company

Location: New York, NY

Compensation: \$50,000-\$60,000

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PERIDANCE CONTEMPORARY DANCE COMPANY

About Peridance Contemporary Dance Company:

Peridance Contemporary Dance Company (PCDC), founded in 1983 by renowned choreographer, Igal Perry, is a part-time repertory company with unwavering commitment to creative collaboration and sustainable social engagement. PCDC works nationally and internationally to amplify both emerging and established artistic voices and to create visionary performance based in care, vigor, and innovation. Guided by core values of Support for Artists, Access to Dance for All, and Community Engagement, PCDC is dedicated to expansive public programming, educational partnerships, and inclusive and equitable processes for all collaborating dancers, choreographers, composers, musicians, and designers.

Position Overview:

As the Company embarks on a new chapter of growth over the next several years, we seek to hire a committed, experienced, full-time Development Manager to join its administrative team. The Development Manager will work with the Artistic/Executive Director, and will fulfill the following duties and responsibilities:

- Oversee all aspects of Development and Fundraising planning, strategy, and execution
- Manage Individual Giving and Major Gifts programs from prospecting to stewardship
- Write, research, and manage government and foundation grants
- Work with the Board's Financial Committee on annual development plans for long-term growth, budgetary strategy, and engage the entire board in fundraising efforts. Work with ED and marketing staff to create annual giving campaigns
- Plan fundraising events alongside admin team including annual Benefit Dinners/Galas
- Cultivate donor relationships through public outreach, segmented communications, and individual conversations
- Database and contact management

A successful candidate will:

- Understand the power of storytelling to effectively persuade and enlist potential donors and partners to join PCDC
- Have experience cultivating and securing major gifts through prospecting, research, proposal development, relationship development, and face-to-face solicitation
- Prioritize care and clear, thoughtful communication in both internal and external relationships
- Work well in an intimate, fast-paced, and collaborative team environment
- Be able to effectively manage multiple projects and project timelines simultaneously
- Feel motivated by organization growth
- Be knowledgeable about and invested in the dance field

Qualifications Include:

- Three-five years experience in nonprofit development (preferably in dance or performing arts)
- Bachelor's Degree or Equivalent Experience
- Softwares Used: Google Suite, Asana, Mailchimp, NeonCRM

Position Details:

- Full-time, 40 hours per week
- 4-6 weeks of training with part-time pay
- \$50,000 to \$60,000 (Annual), commensurate with experience
- In-person, NYC

Application Instructions:

For consideration, please submit a 1-page resume (with references) and cover letter in one pdf file entitled "FirstName LastName" to miranda@peridance.com. Please use the subject line "Development Manager." Applications due by Friday, March 15th. We will conduct interviews through April, train the selected candidate mid-May until June, and full-time responsibilities will start in July 2024.

Peridance Contemporary Dance Company is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, mental, or physical disability, age, sexual orientation, gender identity, national origin, familial status, veteran status, or genetic information.

Peridance Contemporary Dance Company
126 E 13th Street
New York, NY, 10003
212-505-0886
www.peridancecontemporary.org

For more information:
Miranda Brown
miranda@peridance.com

[< back](#)

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