

Monday, July 29, 2024

Managing Director

Company: Collide Theatrical Dance Company
Location: St Paul, MN
Compensation: 45,000-52,000

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Lucas Wells

Arts Progress is partnering with Collide Theatrical Dance Company in seeking a full-time Managing Director (MD) to play a leading role in the strategic, financial, and organizational aspects of the theatre. This position works collaboratively with the Artistic Director and Board of Directors and clearly articulates the mission, vision, and strategy of the organization to all external constituents.

About Collide Theatrical Dance Company

Collide Theatrical Dance Company, founded in 2013 by Regina Peluso, is a pioneering force in the Midwest's dance community. As a theatrical dance storytelling company, Collide brings together high-energy dance and contemporary music to narrate universally human stories. Over the past decade, the company has built a unique niche, being the only one of its kind in the region. This innovative approach has allowed Collide to attract a broad, multi-generational audience and contribute significantly to the local arts scene.

Our mission is guided by four core values: producing original dance theater of the highest caliber, supporting our artists, creating accessible art that reflects our community, and fostering a welcoming and respectful environment for both audiences and artists. Since our inception, Collide's reputation and audience have grown substantially. From a modest beginning with 400 attendees at our first show, we reached over 4,100 people in live performances last season. Our 10th anniversary in 2023 was marked by a sold-out gala, showcasing our success and strong community support.

Financial stability is a cornerstone of our operations, ensuring we can maintain high-quality productions and the company's long-term viability. Sustainable financial practices have allowed us to navigate challenges, including the pandemic, without compromising our artistic excellence. Each season typically features two mainstage productions and one to two smaller cabaret shows, blending entertainment with diverse themes such as Black and LGBTQIA stories, female empowerment, mental health, and more. We proudly present both original works and fresh takes on literary classics, ensuring a diverse and engaging repertoire.

At Collide, we believe that art is for everyone. We prioritize accessibility by keeping ticket prices as low as possible and offering free and discounted tickets through our Dance Pass program. Additionally, we partner with community groups to reach underrepresented audiences, ensuring inclusivity. Our audience base includes season subscribers, school audiences, general community patrons, and Dance Pass attendees. Last season alone, we distributed approximately 2,000 tickets through this program, ensuring that youth, adults with disabilities, seniors, and other underserved groups could experience our performances. Our commitment to fostering a diverse, respectful, and inclusive environment is evident in every aspect of our work.

Position Responsibilities

Finance

Calculate show sales totals, manage weekly payroll, create monthly budget reports, handle general bookkeeping, and create grant budget reports.

Assist in creating show budgets.

Advancement

Collaborate with the Board Advancement Committee.

Support grant writing, editing, and sourcing.

Identify, cultivate, and pursue corporate sponsors and individual donors; maintain the donor database; send thank-you cards and donation receipts; conduct monthly donor communication; and build donor relationships.

Attend meetings and engage potential donors.

Coordinate donor events such as wine receptions, Dance & Donuts, and Subscriber Sip & Sees.

Administration

Marketing: Send press releases, marketing emails, and schedule photo shoots; create mailing lists for brochures/postcards, find and manage sponsor partnerships

Ticket Sales and Front of House: In partnership with the board marketing committee, support box office operations and volunteer management.

Rentals: Manage facility rental scheduling, contracts, and ongoing relationships.

Tours/Residency: Manage paid tour performances in schools, including scheduling, contracts, and distribution of educational materials.

Production: Manage production staff and budgets, assist in coordination of load-in/out.

Qualifications Education: BA/BS Degree minimum.

Experience: Prior experience in a management or leadership role; experience in a nonprofit environment preferred, theater organization a plus.

Skills: Strong leadership, goal orientation, self-starting, personal accountability, time and priority management, project management, conflict management, influencing others, and strategic foresight.

Communication: Excellent verbal and written communication skills.

Attributes: Strategic thinker, able to foster a diverse, respectful, and inclusive environment; stamina and a strong work ethic; flexibility to handle a variable flow of work activity; willingness to attend key events, including evenings and weekends.

The ideal candidate will provide strategic leadership with a passion for theater arts. Experience in a nonprofit environment is preferred; experience leading a theater organization is a plus, but mid-level nonprofit managers looking for the next step are encouraged to apply. The successful candidate will be collaborative and adept at fostering a diverse, respectful, and inclusive environment within the organization.

The Managing Director will be innovative in approaching revenue generation for Collide. A demonstrated track record of leading fundraising from government, corporate, foundation, and individual donors is desired. We're seeking a candidate who will be a strong and effective communicator to internal and external audiences and will be comfortable articulating strategy, setting priorities, and delegating responsibilities. They will be effective at managing competing priorities while leading, motivating, supporting, and collaborating with the Board, staff, patrons, media, artists, and the broader community, exhibiting stamina and a strong work ethic, as well as the flexibility to deal with a variable flow of work activity. The selected candidate should be able and willing to regularly attend key events for the organization, ranging from performances, board meetings, and special events, including working evenings and weekends as necessary.

Equal Opportunity Employment

Collide Theatrical Dance Company is an equal opportunity employer. All employment decisions are based on individual qualifications without regard to race, color, sex, sexual orientation, gender, gender identity or expression, national origin, age, disability, marital status, political affiliation, status with respect to public assistance, veteran status, or other status protected by law.

To apply, please send a resume and cover letter to Collide@artsprogress.com. Applications will be evaluated on a rolling basis.

Collide Theatrical Dance Company
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For more information:
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