

# NEW YORK CITY OPERA

## Position Specification - October 2011

**POSITION** Director of Development

**ORGANIZATION** New York City Opera  
[www.nycopera.com](http://www.nycopera.com)

**LOCATION** New York, NY

**REPORTING RELATIONSHIP** The Director of Development (serving as Chief Development Officer) will report to the General Manager and Artistic Director, George Steel, and will be a member of the senior management team. He/she will oversee a staff of approximately ten, and serve as senior staff liaison to the Board of Directors regarding fundraising opportunities.

### **ABOUT THE ORGANIZATION:**

New York City Opera (City Opera) was founded with the purpose of making great opera available to a modern, wide-reaching audience. For more than sixty years, since Mayor Fiorello La Guardia established its reputation as "The People's Opera," the company has stayed true to its original promise, ensuring that today's opera, and tomorrow's, can be a part of every New Yorker's life.

City Opera's expansive repertoire spans five centuries, from the Baroque operas that have become signature productions to commissioned works by some of today's most important composers. The company has given its audiences 29 world premieres, as well as 62 U.S. and/or New York premieres.

City Opera has been a pioneer in restoring dramatic urgency and theatrical flair to opera performance. It is celebrated for its marriage of first-rate acting and singing in productions that brings new insights and new life to the repertoire. As an advocate for emerging directors, designers and extraordinary new singers, the company has helped launch the careers of such stars as José Carreras, Plácido Domingo, Elizabeth Futral, Beverly Sills, Tatiana Troyanos and Carol Vaness, to highlight a few.

For the 2011-2012 season, City Opera is embarking on a new era as it leaves its Lincoln Center home to present its season in venues throughout New York City. The City Opera will create a living operatic presence in Brooklyn, the Upper West Side, and in Harlem. World-class theaters will provide perfect backdrops and impeccable acoustics while giving audiences and performers a compelling new way to experience live opera, bringing the art form directly into the neighborhoods of the city we serve.

The company is also building tomorrow's audiences by being a national model in arts education. City Opera conducts an in-school education program that serves thousands of students each year throughout the New York metropolitan area. Drawing upon the company's contemporary approach to opera, *City Opera Education* provides students with a three-dimensional introduction to the art form, transporting the students from the page to the stage and then taking them behind the scenes. As a pioneer in the field, New York City Opera knows firsthand both the immediate and the long-term benefits that students reap from being involved with high-quality art. Students expand their cultural awareness, find a meaningful outlet for their creativity and develop a deeper understanding of their own lives and of the world around them.

**ABOUT THE OPPORTUNITY:**

The New York City Opera is at an exciting and critical junction in its approach to opera and its ability to connect to audiences in the broader New York City community. City Opera's new innovative programming presents an opportunity to re-imagine and re-conceive current fundraising efforts for a budget of \$13.7 M.

The Director of Development will serve as the principal development and fundraising officer. He/she will lead, direct and manage a comprehensive fundraising program, including major gift solicitation, Board development and engagement, foundation and corporate support, special events and all related activities.

Working in close partnership with the General Manager, the Director of Development will strategically guide the Board of Directors and the General Manager in carrying out their fundraising duties. The successful candidate will also work closely with the senior team in building and strengthening City Opera's image, resources, and positioning.

This is an opportunity to craft and implement break-through ways to drive revenues and connect people with opera. The primary focus will be placed on identifying, cultivating and soliciting major individual gifts as City Opera is relaunched as a new civic icon for the City of New York and beyond.

**QUALIFICATIONS AND EXPERIENCE:**

The successful candidate will be a dynamic development professional with a track record of leading, building and managing high-performing fundraising programs. He/she will be passionate about the mission of the New York City Opera and energized and inspired by its potential for growth and new direction.

This cutting-edge development executive will be an entrepreneurial, resourceful, and savvy relationship builder and connector. Poised and sophisticated, he/she will also be knowledgeable about the New York City philanthropic community. Ideal professional experience and personal attributes will include:

- Proven fundraising experience with a history of soliciting and procuring five- and six-figure gifts;
- Demonstrated leadership experience; a talented manager of high-performing fundraising teams;
- Ability to engage, manage and motivate a committed Board of Directors;
- Strong organizational skills; able to set priorities, yet maintain flexibility in order to respond quickly to new fundraising opportunities;
- Strategic, analytical and results-oriented person; able to orchestrate and achieve short- and long-term objectives;
- Effective communicator; dynamic, articulate and persuasive both verbally and in writing; and
- Smart and ambitious with a win-win attitude and the ability to get things done.

**EDUCATION:**

Bachelor's degree; advanced degree a plus.

**TRAVEL / OTHER PREFERNCES:**

Some domestic travel and performance attendance expected.

**COMPENSATION:**

Salary is competitive, commensurate with experience, and includes a competitive benefits package.

*New York City Opera is an Equal Opportunity Employer.*

**Please email cover letter and resume in confidence to:**

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