

ROCKPORT MUSIC EMPLOYMENT OPPORTUNITY

MAJOR GIFTS AND PLANNED GIVING OFFICER

Rockport Music seeks an experienced development professional for the position of Major Gifts and Planned Giving Officer. H/she will be responsible for securing funds for the organization by managing a group of 150-200 assigned, qualified donors assuring that as many as possible are retained as continuing donors to the organization and are upgraded in their giving and involvement.

In addition, the position will serve as the Planned Giving program leader and as such, he/she would commit, if necessary, to acquiring the ongoing education and technical know-how to direct the program. He/she will also assist in Rockport Music Annual Fund solicitations and will be a vital part of *In Concert with You*, Rockport Music's \$12m capital campaign currently in progress.

He/she's daily schedule will include a significant amount of time dedicated to "outbound activity", meeting with donors and prospects.

The position is full time and reports to the Director of Development.

QUALIFICATIONS

The ideal candidate will have 3-5 years' experience as a major gifts officer with a track record of closing and producing gifts. In addition to being organized and having the ability to be a self-starter, the candidate will possess excellent communication skills. He/she will also possess a comfort in utilizing Rockport Music's donor/ticketing database as well as wealth identification programs.

He/she will be a team player and possess a comfort level interfacing with diverse stakeholders in the organization including Trustees, donors, volunteers, and fellow staff members. An interest in and passion for the performing arts is vital to success in the position.

APPLICATION

Salary Commensurate with experience. Health and Dental available. Please send a cover letter and resume by June 1, 2017 to Devofficer@rockportmusic.org. Mail applications are not encouraged, but if necessary they may be sent to:

Major Gifts Officer
Rockport Music
37 Main Street
Rockport, MA 01966

ABOUT ROCKPORT MUSIC

Founded in 1981 as the Rockport Chamber Music Festival, Rockport Music has been committed to one enduring purpose: enriching lives through great music. Located on Cape Ann in the picturesque seaside village of Rockport, Massachusetts, Rockport Music presents exceptional musical performances and events year round, including the acclaimed Rockport Chamber Music Festival, the Rockport Jazz Festival, Metropolitan Opera HD Broadcasts as well as an array of other popular music artists of all musical genres. Annual audiences number over 30,000.

In July 2008 the Board of Trustees voted to adopt the name Rockport in anticipation of an expansion in programming due to a new performance venue. In June 2010 Rockport Music celebrated the opening of the Shalin Liu Performance Center, designed by lead architects Alan Joslin and Deborah Epstein of Epstein Joslin Architects and acoustician R. Lawrence Kirkegaard. In 2010 Executive Director Tony Beadle joined Rockport Music, creating and implementing a managerial and artistic plan for the transition and operation of a 52 week season venue.

Under the artistic leadership of renowned pianist and MIT faculty member David Deveau since 1995, the Rockport Chamber Music Festival has grown steadily and enjoys an international reputation. After 22 years, Mr. Deveau will be retiring as Artistic Director. In 2018 violinist, violist and administrator Barrie Shiffman will join Rockport Music as its new Artistic Director.

Rockport Music presents some of today's foremost musicians and ensembles, as well as the rising stars of tomorrow. Past chamber music program highlights include Yo-yo Ma, Leon Fleisher, The Emerson quartet, Chanticleer, Garrick Ohlsson and the Boston Early Music Festival. Recent jazz, pop and folk concerts have featured Chris Botti, Dave Brubeck, Branford Marsallis, Ramsey Lewis, Martin Sexton, A Christmas Celtic Sojourn, Judy Collins, Arlo Guthrie, The Kingston Trio and more.

Education and Outreach figures prominently in the mission of Rockport Music as well. Educational enrichment programs reach nearly 9,000 youth and adults and include school residencies and outreach programs, family and community concerts, lectures, open rehearsals and master classes. Other activities seek to provide music in nontraditional settings such as youth hospices and mental health facilities.

Frequent collaborations with organizations such as Boston Children's Chorus, Walnut Hill School, Pathways for Children and more further exemplify Rockport Music's commitment to bringing the joy of music to all. Visit the website at www.rockportmusic.org