

**POSITION OPENING
ROCKPORT MUSIC
Rockport Massachusetts
DIRECTOR OF DEVELOPMENT**

Rockport Music, home of the Shalin Liu Performance Center is seeking a Director of Development. Working with the Executive Director, a very engaged Board of Trustees, and a focused development and administrative staff, the Director of Development's responsibilities include oversight and management of all aspects of the organization's fundraising activities. The Director of Development oversees the annual fund, sponsorships, foundation and government grants, corporate support, planned giving and special events, all totaling approximately \$1.4 million in FY18 at Rockport Music. As a member of the senior leadership team, the Director of Development also plays a key strategic role in organizational planning and implementation.

The Director of Development will be a poised, enthusiastic, and focused individual who has a demonstrated track record of successful identification, engagement, cultivation, and solicitation of major gifts. The ability to be relational and connect with stakeholders and potential donors will come naturally, as will an innate passion for the mission of Rockport Music. A love of music is more important than a formal knowledge or professional experience in music. While the position is predominantly relational, at the same time a desire for "back room" operational excellence and responsibility is equally important in order to implement all that must be done each year to achieve goals. Understanding both the art and administration of fundraising is key to the position's success.

The ideal candidate will be an experienced Director of Development or Development officer from a non-profit environment, preferably in the arts. Attention to detail, the ability to manage multiple priorities and to manage and empower a development team are all essential talents. Experience with donor software, preferably Tessitura, is also required. Past positions should demonstrate fundraising success.

Since its opening in 2010 the Shalin Liu Performance Center, owned and operated by Rockport Music, has established itself as one of the preeminent concert venues of its size in the country. The organization is currently in the final phases of a \$12 million capital campaign to ensure the future of its artistic and educational missions, excellent administrative and artistic leadership and provision for the care and upkeep of the performance center. Rockport Music will be embarking on a new strategic planning process later in the summer of 2018.

Compensation: Competitive, and commensurate with experience

Applicants should email or send a letter and resume by May 25, 2018 to:

Mr. Tony Beadle, Executive Director

Rockport Music

37 Main Street

Rockport, MA 01966

tony@rockportmusic.org

ROCKPORT MUSIC

Since 1981, 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 nearly 32,000, up from 5,000 just eight years ago.

Rockport Music was founded in 1981 as the Rockport Chamber Music Festival. In July 2008 the Board of Trustees voted to adopt the name Rockport Music to represent the expanding scope of programming and in June 2010 Rockport Music celebrated the opening of the Shalin Liu Performance Center in downtown Rockport, designed by architects Alan Joslin and Deborah Epstein 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 to a 52 week season venue. With the retirement of David Deveau after 22 years as Artistic Director of the Rockport Chamber Music Festival in 2017, Barry Shiffman was named his successor.

Rockport Music now presents more than 125 concerts and events each season. Past chamber music program highlights include Yo-Yo- Ma, Joshua Bell, Leon Fleisher, the Emerson Quartet, Chanticleer, Garrick Ohlsson, and the Boston Early Music Festival. Jazz, pop and folk concerts have included Chris Botti, Dave Brubeck, Wynton Marsalis, Cherish the Ladies, A Christmas Celtic Sojourn, Judy Collins, Arlo Guthrie, The Kingston Trio and Marc Cohn.

Education 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.

www.rockportmusic.org

rev. 4/25/2018