



## **Rhode Island Philharmonic Orchestra & Music School**

**East Providence, RI**

Founded in 1944, the Rhode Island Philharmonic Orchestra & Music School (RIPO&MS) is the oldest performing arts organization in the State. The merger of the Orchestra and Music School in 2001 resulted in the most comprehensive education programs of any professional orchestra. RIPO&MS is the only professional orchestra in the country to officially designate music education and performance as equal priorities.

RIPO&MS's Link Up Education program, youth ensembles, 1,500 Music School students and vast community engagement programs reach nearly 25,000 youth throughout the region. In total, RIPO&MS has served as many as 175,000 audience members and students in a single year. In addition to the Philharmonic Orchestra's Classical, Pops, Education concerts and in-school performances, the Philharmonic Music School offers music education programs and performance opportunities to people of all ages, incomes and ability levels. By prioritizing artistry and education equally and furthering values of quality, access, diversity and collaboration, through initiatives like Victoria's Dream Project, the Rhode Island Philharmonic Orchestra & Music School is defining the arts organization of the 21st Century.

The Rhode Island Philharmonic Orchestra & Music School seeks a Director of Development to play a leadership role in taking the nation's first and largest successfully merged professional orchestra and community music school to new heights in serving the community. The Director will foster a thriving organizational culture that adeptly balances its commitment to world class orchestral music and music education with a mission to deepen and widen its presence across all communities, with a particular focus on bringing the joy and experience of music to children in our most under resourced communities.

The Director of Development will play a critical role in promoting and sharing the mission of the Rhode Island Philharmonic Orchestra & Music School and supporting plans for growth. She/he will provide strategic leadership for a development program that currently raises 48-50% of the organization's total revenue in annual fund, capital, endowment and planned gifts. This position is ideal for an experienced development or sales professional who is comfortable working with individuals and groups at all levels in both internal and external environments.

The successful candidate will be a dynamic, visionary individual with exceptional interpersonal skills and a genuine commitment to the mission of the Rhode Island Philharmonic Orchestra & Music School. It is important that the candidate have an authentic interest in people from all backgrounds, experience in donor/customer relations and a creative thought process. A proven track record of cultivating prospects, making asks and securing large gifts is a must, as is experience partnering effectively with leadership (staff and Board) and colleagues. Superior written and verbal communications skills and the ability to synthesize information into articulate and compelling cases for support are required. The Director of Development must be focused, organized, analytical, and work with a strong sense of urgency evidenced by great follow-up and follow-through. Budgeting experience and a clear understanding of how development supports the organization is essential. Experience supervising team members, managing volunteer committees and measuring results against clear goals with identifiable metrics for measurement are key.

Candidate should have a Bachelor's degree, Masters would be helpful, plus a minimum 10 years' experience as a fundraising or sales professional, with at least five years in a significant leadership role managing staff. Experience with planned giving and raising endowment funds is valuable.

Attendance at meetings, events, concerts and occasional conferences during evening and weekend hours is required, particularly during the eight concert weeks that the Philharmonic Orchestra performs. The salary range for this position is \$140,000-\$150,000, commensurate with experience. The RIPO&MS offers a generous vacation/benefits package.

The Rhode Island Philharmonic Orchestra & Music School is an equal opportunity employer and welcomes a diverse pool of candidates.

To confidentially apply, submit a current resume and letter of introduction to Susan Barry at Kittleman & Associates at <https://bit.ly/3hySKJY> (click on the Apply button at the bottom of the page).

For more information regarding the RIPO&MS, visit: <https://www.riphil.org/>