



Join Cincinnati Ballet as Vice President of Philanthropy

*Dance is for everyone by everyone.
Diversity, equity, inclusion, and accessibility move us.*

The premier ballet company in the region, founded in 1963, Cincinnati Ballet (CB) ranked top 12 in the country and boasts a dedicated, passionate, and talented team of professionals working together to continue the mission and contribute to the company's storied history in its beautiful new 62,000 square foot, state-of-the-art facility. Visit cballet.org.

Opportunity Reporting to the President & CEO, the Vice President of Philanthropy is a key leadership position guiding a team of four, responsible for engaging, sustaining, and nurturing high level donors. The successful candidate will ensure measurable goals are in alignment with the newly adopted strategic plan for major giving, corporate sponsorship, government, annual campaign, endowment, and planned giving growth. Fostering an inclusive environment of philanthropy, the candidate will promote all aspects of the Ballet including world-class dancers, main stage works, Ballet Academy, and educational outreach to sustain and nurture loyal investors, and to attract new donors.

Building upon the success of the recently completed \$32MM fully funded capital campaign, this hands-on role is waiting for an independent and collaborative seasoned pro with demonstrated success in strategic thinking and execution. The successful candidate will join a high-output environment focused on impactful results achieved through creative thinking, targeted action, and open communications. They will benefit from CB's distinguished new Artistic Director Jodie Gates, a devoted donor base, and dedicated donor Trustees. On the heels of its successful capital campaign -- and an endowment initiative in the wings -- this is an ideal time to join the fiscally sound \$13MM budget company on the move! Desired start date: 9.1.2023.

Expectations

- 10+ years fundraising w/ 5+ years of leadership exp.
- Outstanding communications skills, talents.
- Exemplary communicator and presenter.
- Strategic, metrics-focused relationship builder.
- Proven success in planning and managing budgets.
- Collaborative leader in donor engagement.
- Self-starter with an eye on the big picture.
- Team-spirit personality for successful results.
- Confident in guiding and encouraging a team.
- Effective collaborator with CEO, AD, Trustees.
- Genuine personal commitment to IDEA – see cballet.org/diversity-inclusion/.
- Dedication to and appreciation for performing arts.
- Academic degree(s).
- Authentic appreciation for ballet.
- Ready for on-site night, weekend activities.

Benefits The Vice President of Philanthropy will receive very competitive benefits. Starting salary \$135,000. Relocation allowance available with qualifications.

Inquiries, applications Call Jim Yunker at 513.236.6352 for a confidential conversation or email resume and cover letter specific to this leadership opportunity to jim@theyunkergroup.com. Nominations encouraged; confidentiality assured. All inquiries acknowledged within 48 hours.

“Cincinnati Ballet believes our organization and our art is an inclusive space. We provide equal employment opportunity to all individuals regardless of their race, color, creed, religion, gender, gender identification, age, sexual orientation, national origin, disability, veteran status, or any other characteristic protected by state, federal, or local law.”

6.21.23