

MUSIC ACADEMY
Director of Philanthropic Relationships
(Santa Barbara, CA)

Founded in 1947 by a group of visionary leaders in the field of classical music, the Music Academy of the West (the Academy) was established in 1947 as the first such summer training program located on the West Coast. Over the past 74 years the Academy has inspired generations of classical musicians, classical music professionals, and audiences through a unique combination of intensive individual instruction, training programs, and performance opportunities. The Academy has trained some of the foremost musicians in the world and Academy alumni are currently members of major symphony orchestras, chamber ensembles, opera companies, and university and conservatory faculties worldwide.

Today, the Academy is a summer music festival, educational center, and incubator that empowers musicians to positively impact society. The Academy welcomes everyone from across all generations, cultures, and backgrounds to experience the transformative power of music. For more information, please visit www.musicacademy.org

The Academy is seeking an entrepreneurial, innovative and strategic fundraiser as its first Director of Philanthropic Relationships. Reporting to the Chief Advancement Officer, the Director of Philanthropic Relationships will be responsible for growing and leading the strategic direction and vision for the Academy's foundations program and will be an active member of the Academy's collaborative fundraising team. The successful candidate will be focused on building strategic alliances with diverse constituencies in order to drive major gift commitments from private foundations, as well as from a targeted portfolio of individual donors, to achieve fundraising goals. The successful candidate will be a connector and builder who is passionate about the work of the Academy and possesses the ability to understand the aspirations and interests of funders in order to develop positive and sustaining relationships. Knowledge of the national philanthropic arts landscape and/or experience working with large national foundations would be highly beneficial. The annual salary range for this position is \$125,000 to \$150,000 plus benefits.

Music Academy has retained Morris & Berger to conduct the Director of Philanthropic Relationships search. To view the full position description, please visit https://pub.marq.com/morrisberger_2205/. To apply, please submit an application, including a resume and a letter of interest, in confidence to Morris & Berger through their website: <https://www.morrisberger.com/position.php?id=2205>.