

Job Posting: Director of Engagement at Ballet Arkansas

Position: Director of Engagement

Organization: Ballet Arkansas

Location: Little Rock, AR

Type: Full-time, Entry/Mid-Level

Join Ballet Arkansas as our Director of Engagement - Fueling the Arts through Community Connections!

Are you passionate about the arts and dance, and have a talent for building meaningful relationships? Ballet Arkansas is seeking a dynamic and dedicated Director of Engagement to join our team. In this vital role, you will be at the forefront of our engagement efforts, working closely with donors, patrons, students and the community to support and expand our artistic mission.

Key Responsibilities:

1. Develop and Implement Engagement Strategies:

- Craft and execute comprehensive engagement plans that foster strong relationships with individual and corporate donors, School for Dance families, patrons, and the community.
- Identify and support the pursuit of grant opportunities to support Ballet Arkansas' programs and initiatives.
- Collaborate with the marketing team to convey our mission and impact effectively.

2. Cultivate Donor and Patron Relationships:

- Build and nurture lasting relationships with donors and patrons to secure financial support.
- Create compelling narratives and materials for grant proposals, sponsorship packages, and fundraising campaigns.
- Organize and manage fundraising events and campaigns to enhance donor engagement and community involvement.

3. Oversee Patron Services:

- Ensure a positive experience for all patrons, from ticket purchases and season subscriptions to school enrollments and public engagements.
- Work closely with senior leadership to enhance audience reach and financial support.
- Engage with company artists, patrons, partners, donors, board members, and other affiliates.

4. **Manage Administrative and Operational Duties:**

- Report directly to both the Executive and Artistic Director and the Associate Artistic Director.
- Maintain exceptional organizational skills to manage multiple projects simultaneously.
- Balance a typical Monday to Friday schedule, with occasional evenings and weekends required for events and performances.

Essential Qualifications:

- **Dance Enthusiast:** A profound appreciation for the art of dance and performing arts.
- **Passion for Fundraising:** Proven experience in grant writing and successful fundraising, with a stellar track record of exceeding targets.
- **Masterful Communication:** Excellent written and verbal communication skills.
- **Meticulous Organizer:** Strong organizational skills and attention to detail.
- **Soloist & Team Player:** Ability to work independently and collaboratively.
- **Results-Driven:** A focus on achieving measurable results.

Benefits:

- **Compensation:** Starting salary of \$45,000 with potential performance-based bonuses.
- **Work-Life Balance:** Full-time position M-F with paid time off, vacation days/holidays, and sick leave.
- **Health & Wellness:** Access to health and wellness benefits, gym membership and parking privileges.
- **Front-Row Access:** Complimentary tickets to Ballet Arkansas performances and exclusive events.
- **Hybrid-Remote Opportunities:** Occasional hybrid-remote work possibilities.

How to Apply:

If you are a passionate advocate for the arts with a proven fundraising track record, we encourage you to apply. Share your resume and a captivating cover letter outlining your passion and expertise in the above highlighted areas.

Application Deadline: Open until filled.

Contact Information: Ballet Arkansas 520 Main Street, Little Rock, AR Email: michael@balletarkansas.org