



Toni Pimble
Artistic Director

Jennifer Martin
Associate Artistic Director

Suzanne Haag
Resident Choreographer

Sara Lombardi
Academy Director

Josh Neckels
Executive Director

Katie Patrick
Marketing Director

Mike Briley
Technical Director

Eärendil Biskup
Associate Technical Director

Christina Lay
Finance Manager

Michael Syman-Degler
President, Board of Directors

Len Calvert
Vice President

Jerril Nilson
Secretary

Megan Horvath
Treasurer

Alisa Caesar

Joan Cavan

Corynn Gilbert

Cynthia Hostetter

Bethan Jones

Susan Jones

Brick Lantz

Gary J. LeClair

Tommy Martinez

Monique Mulbry

Margaret Savoian

Jeanne Staton

Directors

Anne DeLaney

Rosaria Haugland

Sabrina Madison-Cannon

Advisory Board

The Midtown Arts Center
174 East 16th Avenue
Eugene, OR 97401-4609

541-485-3992
eugeneballet.org

Development Director

Organization

Since its founding in 1978, and under the leadership of award-winning Artistic Director Toni Pimble, Eugene Ballet has grown to become one of the West's busiest and most versatile professional dance companies. Built upon an engaging repertoire of full-length classical ballets, contemporary works, and accessible family programs, Eugene Ballet continues to collaborate across multiple cultural disciplines to create innovative new pieces, as well as highlight the works of the country's finest choreographers.

Eugene Ballet also serves as a leading advocate for increased access to culture through its regional touring initiative, dance training at its Academy, community outreach programs, and by sharing its home at the Midtown Arts Center with some of Eugene, Oregon's top arts organizations.

Our Mission

Create, perform, educate and inspire through the art of Dance, foster cultural collaborations, and increase access to the Arts.

Position Salary and Benefits

- Full time starting salary range: \$52,000–\$65,000 based on experience
- * \$644 per month health insurance stipend
- Seven paid holidays
- Five days of paid vacation following the final season performance of *The Nutcracker*
- Ten days of paid vacation following the completion of one full year of employment
- Two complimentary tickets to each of Eugene Ballet's Hult Center productions

Position Objective

The Development Director (DD) will be responsible for designing and implementing fundraising initiatives that annually increase philanthropic and corporate support at a level exceeding 40% of the organization's general operating budget. This position will require a communication approach that is both dynamic and engaging. The ideal person will bring multiple years of successful fundraising experience and a passion for the performing arts.

Position Responsibilities

- Increase annual contributed income, as measured by both total dollar amount raised and percentage of total operating income
- Cultivate and maintain long-term relationships with donors, patrons, and corporate partners, through direct face-to-face contact and asks for financial support.
- Arrange opportunities for donors and prospects to have meaningful in-person engagement with Eugene Ballet's artistic, Academy, and administrative leadership.
- Coordinate the production of fundraising materials for various campaigns and events.
- Collaborate with Board and staff to develop and implement strategies to successfully raise the current \$1+ Million contributed income budget through:
 - Individual Donor Engagement, Retention and Expansion – 43%
 - Corporate Sponsorships – 24%
 - Planned Giving – 2%
 - Capital Campaigns – 31%



Essential Qualifications

- Experience in planning, leading, and managing programs and projects, including coordinating with Board and staff to achieve desired outcomes, as well as tracking and reporting on progress to directors and the Board.
- Actively seeks to deepen current donor relationships and forge new ones.
- Skilled in creating powerful, compelling written and oral communications for fundraising.
- Ability to convey complex ideas through brief, simple materials.
- Experience and credibility when presenting materials to external audiences.
- Gets others to accept ideas by using convincing arguments, creates a win-win situation while making proposals to prospects, and responds appropriately to key stakeholders.
- Effective at working with others to reach common goals and objectives.
- Comfortable establishing and cultivating strong relationships, across various levels, both within and outside the organization.
- Committed to Eugene Ballet's mission.
- 3+ years of demonstrated success in non-profit fundraising.

Other Requirements

- Strong budgeting and organizational skills.
- Strong people skills.
- Proficiency in donor management, spreadsheet, and word processing systems.
- Ability to effectively manage multiple priorities.
- Ability to effectively communicate, both orally and in writing.
- Ability to work occasional nights and weekends mandatory.
- Ability to be a "self-starter" and take the personal initiative to move a project forward.
- A positive approach to problem solving and interactions with diverse personalities.

Application Process

Applicant reviews begin November 1. The position will remain open until filled.

Please submit application materials via email to josh@eugeneballet.org or by mail at:

Midtown Arts Center
Attn: Josh Neckels
174 East 16th Avenue
Eugene OR 97401

Application materials must include:

- Cover letter describing specific successful fundraising experience
- Resume
- Contact information for three professional references