

**Online Advertising Copy**

**Major Gift Officer**

**Miami City Ballet**

Miami Beach, FL

www.miamicityballet.org

Miami City Ballet (MCB) was founded in 1985 by philanthropist, Toby Lerner Ansin, and Founding Artistic Director, Edward Villella. The Company’s repertory of 100 ballets, including 13 world premieres, was built upon George Balanchine’s neoclassical catalogue and gradually expanded to include seminal classical works and groundbreaking new choreography. MCB’s expansive selection of dance works contributes to the growth of the field highlighting South Florida as a global cultural hub and provides residents and visitors alike with the opportunity to experience genre-defining artistry.

Each season, MCB presents mainstage performances in Miami-Dade, Palm Beach, Broward, and Collier Counties, serving approximately 120,000 patrons through three diverse repertory programs; the treasured holiday fairytale, George Balanchine’s The Nutcracker®; and a burgeoning roster of touring engagements throughout the United States, Canada, and Europe.

Concurrently with being at the forefront of artistic excellence, MCB embodies the belief that ballet is for everyone, and strives to be a national leader in diversity within classical ballet. MCB’s roster of 50 dancers represents some of the most stellar talent from around the world, with many having trained at world-famous programs including the School of American Ballet, San Francisco Ballet School, and Joffrey Ballet School; as well as the abundant talent pool from Miami City Ballet School. Among their many exceptional talents, their strength also lies in the fact that they look like our uniquely-diverse South Florida community—allowing audiences near and abroad to relate to the artistry that is presented onstage.

Miami City Ballet seeks a collegial team player to serve as Major Gift Officer (MGO). The candidate will possess a passion for MCB and the proven ability to engage constituents in a manner that will generate excitement, shared purpose, meaningful action, and long-term relationships. The MGO will be responsible for the solicitation, qualification, cultivation, solicitation, and stewardship of leadership and major gifts in Broward and Palm Beach Counties. S/he will carry a portfolio of 125 – 150 donors and prospects and will be responsible for growing the Artist’s Circle ($3,000 and above) and the Ansin Society ($10,000 and above). The successful candidate will expand the donor base and work to upgrade current donors in Palm Beach and Broward County communities.

The successful MGO will craft innovative strategies and tactics to consistently engage high-net-worth individuals, some of whom are seasonal residents of Palm Beach and Broward Counties. S/he will possess the intellectual depth, poise, and engagement and solicitation skills to collaborate with MCB’s Palm Beach Committee to marshal the full fundraising potential of major gift donors.

The MGO will report to the Director of Development and serve as a valued member of the development team. The ideal candidate will partner with MCB colleagues to ensure that reports, regular communications, and recognition events are managed effectively, graciously, and efficiently.

Miami City Ballet has retained [Freeman Philanthropic Services, LLC](http://www.glfreeman.com/) to facilitate this executive recruitment. Please send confidential inquiries and applications directly to Freeman Philanthropic Services, LLC via e-mail at [MCB-MGO@glfreeman.com](mailto:MCB-MGO@glfreeman.com).