



**VICE PRESIDENT FOR ADVANCEMENT
ASPEN MUSIC FESTIVAL AND SCHOOL**

Aspen, Colorado

<http://aspenmusicfestival.org>



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FESTIVAL
AND SCHOOL**

The Aspen Leadership Group is proud to partner with the Aspen Music Festival and School in the search for a Vice President for Advancement.

The Vice President for Advancement will be a senior member of the organization's leadership management team. The Vice President for Advancement, resident in Aspen year-round, will be responsible for the strategic planning, operations, and oversight of philanthropic programs and events to advance the goals and mission of the organization.

Founded in 1949, the Aspen Music Festival and School is regarded as one of the top classical music festivals in the United States, noted both for its concert programming and its musical training of mostly young-adult music students. The typical eight-week summer season includes more than 300 musical events—including concerts by five orchestras, solo and chamber music performances, fully staged opera productions, master classes, lectures, and children's programming—and brings in 70,000 audience members. In the winter, the AMFS presents a small series of recitals and Metropolitan Opera Live in HD screenings.

The Aspen Music Festival and School offers musicians a choice of twelve programs of study: Orchestra, Brass Quintet Studies, Solo Piano, Collaborative Piano, Opera Coaching, the Aspen Opera Center, the Aspen Conducting Academy, the Susan and Ford Schumann Center for Composition Studies, the Aspen Contemporary Ensemble, the Center for Advanced Quartet Studies, and Classical Guitar.

The Benedict Music Tent, which opened in 2000, is the Festival's primary concert venue and seats 2,050. Concerts are held in the Benedict Music Tent on a nearly daily basis during the summer, and seating on the lawn just outside the Tent, where many choose to picnic during events, is always free. The design has open sides; the curving roof is made of Teflon-coated fiberglass, a hard material also used by the Denver International Airport.

The 500-seat Joan and Irving Harris Concert Hall is located next door to the Benedict Music Tent and was opened in 1993 at a cost of \$7 million. The Wheeler Opera House—a Victorian-era venue owned by the City of Aspen—is the home to Aspen Opera Center productions in the summer and the AMFS's Metropolitan Opera Live in HD screenings in the winter.

REPORTING RELATIONSHIPS

The Vice President for Advancement will report to the President and CEO, Alan Fletcher.

PRINCIPAL OPPORTUNITIES

This is an exciting time for the Aspen Music Festival and School. With the completion of a brand-new teaching campus, significant accomplishments in its latest strategic plan, and increased focus on collaborations, the Vice President for Advancement will have the opportunity to participate in shaping the next phase of AMFS. The previous campaign, completed in 2019, raised over \$76 million for capital and endowment. As a point of comparison, the previous campaign had been for \$12 million in 1999. Current endowment efforts are focused on raising funds for student scholarships with a goal of \$12 million. Recent efforts for the annual fund have focused on data-driven strategies that will both grow the pool of new donors and increase stewardship of existing donors.

PRIMARY RESPONSIBILITIES

The Vice President for Advancement will

- create, articulate, and execute strategic fundraising plans to support the Aspen Festival and School's artistic mission, vision, and growth as the AMFS builds upon its operational base of support;
- oversee a \$7M+ annual program of individual, corporate, foundation, and government giving, implementing current strategic plan initiatives and objectives for substantial growth;
- design and implement new strategies for planned giving;
- manage a development team of at least five team members; and
- serve as a key liaison to the AMFS Board of Trustees

KEY COLLEAGUES



Alan Fletcher
President and CEO

Alan Fletcher, one of this country's most accomplished music administrators and respected composers, was born in 1956 in Riverside, New Jersey, and earned his baccalaureate at Princeton University (1978) and his master's degree (1979) and doctorate (1983) at Juilliard. He studied composition with Roger Sessions, Milton Babbitt, Edward T. Cone, and Paul Lansky and piano with Jacob Lateiner and Robert Helps. In 1985, Fletcher was appointed to the faculty of the New England Conservatory of Music, teaching composition and theory and serving successively during his 16-year tenure at the school as Dean, Provost, and Senior Vice President. From 2001 to 2006, he was Professor of Music and Head of the School of Music at Carnegie Mellon University in Pittsburgh, after which he assumed his current position as president and CEO of the Aspen Music Festival and School.

Fletcher has lectured nationally and internationally on music and music administration and has served on many boards, panels, juries, seminars, and committees, including the board of the Aspen Institute, Aspen Chamber Resort Association, Aspen Country Day School, Aspen Science Center, Pittsburgh Symphony, and Pittsburgh Opera. He has also contributed articles and op-ed pieces to *The Huffington Post*, *The Guardian*, *Symphony* magazine, *Gramophone* magazine, the *Wall Street Journal*, *Sonus*:

Journal of Global Music, Pittsburgh Post-Gazette, Baltimore Sun, the Journal of Music Theory Pedagogy, Chronicle of Higher Education, and many others. Fletcher has won numerous composing awards and received commissions from the National Dance Institute, the Pittsburgh Symphony (2008, 2011, and 2015), Los Angeles Philharmonic, Atlanta Symphony, Zurich Chamber Orchestra, Nashua Symphony, National Gallery of Art, Boston Celebrity Series, Duquesne University, New York Camerata, and other noted ensembles, organizations, and soloists. He chaired the 1997 Salzburg Seminar Music for a New Millennium: The Classical Genre in Contemporary Society.



Jenny Elliot

Senior Vice President for Strategy and Administration

Jenny Elliot, CPA, is the Senior Vice President for Strategy and Administration at the Aspen Music Festival and School. In her current position she focuses on human resources, administration of the endowment, and other strategic implementation projects for the organization. She joined the organization in 1995 and, as the Vice President for Finance and Administration, executed multiple tax-exempt financings, strategic plans, and negotiated a partnership with Aspen Country Day School for the \$75M campus construction project. Prior to coming to Aspen, she was an auditor with Ernst & Young, LLC in Chicago. As an auditor she gained experience with hospitals and other non-profits. She has

a Bachelor of General Studies from the University of Michigan.



Asadour Santourian

Vice President for Artistic Administration and Artistic Advisor

Asadour Santourian, Vice President for Artistic Administration and Artistic Advisor of the Aspen Music Festival and School, has been with the AMFS since 2003. He has developed the season themes and other artistic initiatives, including the Overtures series featuring the chamber music of Beethoven, Mozart, and Chopin and the thematic mini-festivals. In his time the AMFS has garnered seven ASCAP Awards for Adventuresome Programming of Contemporary Music. Previously Artistic Director of the Rotterdam Philharmonic Orchestra and the Gergiev Festival in Rotterdam, he is a member of the recommendation Board of the Avery Fisher Career Grants among others and has served on several jury panels including the Wigmore International Song Competition, the Dublin International Piano Competition, the Barlow Endowment, Young Concert Artists, Inc., and Princess Christina Concours in addition to being a regular lecturer for the Los Angeles Philharmonic and a featured lecturer for its 2012 Mahler Project. From 1991 to 2000 he was the Minnesota Orchestra's director of artistic planning.



Laura Smith

Vice President for Marketing and Communications

Laura Smith is the Vice President for Marketing and Communications at the Aspen Music Festival and School where she has worked since 1996. Before that she worked as an editor in magazine and book publishing in Aspen and New York. She has chaired several arts and philanthropic committees in Aspen. Past musical studies include clarinet and piano.



Jennifer White
Vice President for School and Festival Operations

Jennifer White has served as the Vice President and Dean of Students for the Aspen Music Festival and School since 2011 and as Associate Dean since 2008. White has over 15 years of experience within the nonprofit classical music world to include work in Student Services, Operations, and Development. Her direction encompasses all facets of a school comprised of more than 600 students, five year-round staff, and 29 seasonal staff. White's success is much attributed to a talent for building skilled teams and an ability to build consensus in order to

effect change.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Aspen Music Festival and School seeks a Vice President for Advancement with

- extensive managerial experience including direct management of staff;
- demonstrated comfort with and success in gift solicitation and donor cultivation, including working with volunteer support groups;
- exceptional organizational, planning, and leadership skills;
- demonstrated ability to develop successful corporate, foundation and/or government grant proposals;
- excellent written, verbal, and presentation skills and an ability to speak and write persuasively about the AMFS;
- proven proficiency using prospect management computer systems;
- demonstrated passion for the arts and knowledge of classical music (preferred);
- strong management and conflict management skills and expertise in building, valuing, investing in, and empowering a team;
- an ability to work collaboratively across the organization as well as refined problem-solving skills and a broad institutional perspective;
- a creative, innovative temperament and the ability to be a nimble manager who values and rewards creativity within his or her team;
- exceptional project management, budgeting, and financial management skills and facility with computer programs that support planning and financial management; and
- integrity and a commitment to ethical standards, fairness, and transparency.

A bachelor's degree is required for this position as is a minimum of 10 years of experience in development.

DIVERSITY, EQUITY, AND INCLUSION

The Aspen Music Festival and School is committed to becoming an anti-racist organization and believes that when people feel respected and included they can be more creative, innovative, and successful. While AMFS has more work to do to advance diversity and inclusion, it is investing to move its organization and the classical music industry forward. In order to create and maintain a diverse community, AMFS does not discriminate in employment opportunities or practices on the basis of age, race, sex, color, religion, national origin, disability, military status, genetic information, sexual orientation, or any other status protected by applicable state or local law.

SALARY AND BENEFITS

The Aspen Music Festival and School offers a competitive benefits and compensation package.

LOCATION

This position is located in Aspen, Colorado.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission and vision of the Aspen Music Festival and School.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit:

[*Vice President for Advancement, Aspen Music Festival and School.*](#)

To nominate a candidate, please contact Ron Schiller:

[*ronschiller@aspenleadershipgroup.com.*](mailto:ronschiller@aspenleadershipgroup.com)

All inquiries will be held in confidence