



EXECUTIVE DIRECTOR, EASTERN REGION

AMERICAN FRIENDS OF THE ISRAEL PHILHARMONIC ORCHESTRA

Location – Flexible/Hybrid (New York City/South Florida)



**AMERICAN FRIENDS OF THE
ISRAEL PHILHARMONIC ORCHESTRA**

The Aspen Leadership Group is proud to partner with American Friends of the Israel Philharmonic Orchestra in the search for an Executive Director, Eastern Region.

The Executive Director, Eastern Region will lead American Friends of the Israel Philharmonic Orchestra (AFIPO) to new heights of engagement and fundraising success. The Executive Director will work closely with the Executive Vice President and Chief Executive Officer and Board of Directors to devise and implement fundraising strategies and actively solicit major gifts during a significant growth period for AFIPO. The Executive Director will raise funds for the Orchestra's operating budget, educational and outreach programs, international touring, capital expenditures, and special projects which will include major gifts, annual campaigns, grant solicitations, planned giving, and special events.

American Friends of the Israel Philharmonic Orchestra supports the world-class Israel Philharmonic Orchestra (IPO), enabling the Orchestra to enrich diverse audiences around the world in its role as Israel's preeminent cultural ambassador.

The Israel Philharmonic Orchestra is the leading orchestra in Israel and globally recognized as a world class symphonic ensemble. IPO performs regularly in its home, the Charles Bronfman Auditorium in Tel Aviv, as well as across Israel, including Jerusalem and Haifa. Additionally, it tours internationally, from Europe to Asia to North and South America. Since its inception, the Orchestra has enjoyed long-lasting relationships with renowned soloists and conductors which have kept it at the forefront of the classical music world.

The Israel Philharmonic Orchestra was founded in 1936 by Bronislaw Huberman to save the lives of Europe's Jewish musicians from the Holocaust. From that moment on, IPO has stood for humanitarian principles, artistic freedom, and tireless pursuit of excellence. The Orchestra would go on to attract Arturo Toscanini to conduct its first concert, perform *Hatikvah* at the official ceremony of Israel's Declaration of Independence, and grow alongside the State of Israel, with monumental performances led by Leonard Bernstein and Kurt Masur. Under the leadership of its Music Director Zubin Mehta, IPO would foster generations of Israeli artists and lead the Orchestra on world tours, serving as the most significant cultural ambassador for the State of Israel. After Maestro Mehta's extraordinary 50-year tenure, the brilliant Israeli conductor and pianist Lahav Shani assumed the position of Music Director in the Orchestra's 2020-2021 season. Lahav is the second Music Director in the history of the IPO, ushering in a new chapter for this iconic institution.

IPO plays in subscription series, including a special annotated Youth Concert Series, special concerts, concerts as part of the *Arts for the People* project throughout Israel, and special concerts for Israel Defense Forces soldiers at their outposts. Israel's creative artists are promoted by IPO premieres of works by Israeli composers and the Orchestra also contributes to the absorption of new immigrants and includes in its ranks many new immigrant musicians. The Israel Philharmonic Orchestra has hosted most of the world's greatest conductors and soloists, and it is committed to developing artists and young talents from Israel and abroad.

REPORTING RELATIONSHIPS

The Executive Director, Eastern Region will report to the Executive Vice President and Chief Executive Officer, Danielle Ames Spivak.

FROM THE EXECUTIVE VICE PRESIDENT AND CEO

Connecting individuals to each other, and a sense of community, has never been more important than in today's world. At American Friends of the Israel Philharmonic Orchestra, we believe that culture, and specifically music, is a powerful tool in bringing diverse people together. Our digital audience of hundreds of thousands across North America, combined with the strong network of patrons and major donors to the Israel Philharmonic in key markets across the United States, find common ground in our shared love of the arts and passion for Israel.

2022 is an exciting year for AFIPO as we plan to welcome the Israel Phil back again to the United States for a two week full Orchestra tour, in November. The tour will be conducted by the Orchestra's new dynamic young Music Director, Lahav Shani. In addition to extensive plans for in-person special events, we continue our commitment to bringing quality content to people where they are through digital short- and long-form programming. A beautiful surprise that arose out of the pandemic was the thirst for digital content amongst our audiences.

The Board of Directors and staff of AFIPO are committed to bringing the beauty of the Israel Philharmonic to audiences of all ages and backgrounds everywhere. More than just a classical music institution, the Israel Philharmonic is a visionary institution in terms of music education, especially programs catered to under-served communities. As Executive Director, Eastern Region, you will be a central voice in the strategic planning of the organization going forward and serve as an ambassador for the Israel Philharmonic in the United States. Key priorities include: Expanding our young leadership engagement; Strengthening and expanding our donor base in New York City and vicinity; Creating a stronger presence in South Florida; and Major gifts cultivation for our digital and education programming (to name a few!).

–Danielle Ames Spivak, Executive Vice President and Chief Executive Officer

PRIMARY RESPONSIBILITIES

The Executive Director, Eastern Region will

- strategize AFIPO's fundraising and friend-raising activities on the East Coast, particularly in metropolitan New York City and South Florida;
- implement successful and innovative fundraising strategies for cultivation and solicitation as a major gifts officer;
- provide hands-on oversight of prospect identification; donor cultivation and recognition; foundation and corporation research, grant writing, and solicitation; and event planning;
- identify and recruit new prospective members to the Board of Directors; and
- act as an advisor to the the Young Patrons Circle.

LEADERSHIP

Danielle Ames Spivak

Executive Vice President and Chief Executive Officer

Danielle Ames Spivak is Executive Vice President and CEO of AFIPO. Prior to being appointed CEO in December 2018, Danielle had served in the role of West Coast Director since 2011. Danielle is experienced in all areas of the arts, non-profit management, philanthropy, marketing, branding, content production, and special events. She received her BA in Political Science with a focus in domestic Israeli Policy from McGill University and an MA in Art and Museum Studies from New York University. Danielle is a member of Jewish Venture Philanthropy Fund and a board member of Pro-Israel America. Danielle lives in Los Angeles with her husband and five young children.

James C. Ackerman

President, Board of Directors

Jim C. Ackerman is the current Chief Executive Officer of Unified Resources in Display. He began his career as an associate with the law firm of Shanley & Fisher, P.C., located in Morristown, New Jersey, where he specialized in corporate finance and mergers and acquisitions. Jim is admitted to the bar in New York and New Jersey. He started Sloan Securities Corp, a private and investment brokerage firm. Jim has a political science degree from the University of Pennsylvania and his Juris Doctor from Villanova University School of Law. He resides in Bergen County, New Jersey with his wife and two children. Jim's father, Morton Ackerman, was a founding member of AFIPO and served as its Treasurer for many years.

PREFERRED COMPETENCIES AND QUALIFICATIONS

American Friends of the Israel Philharmonic Orchestra seeks an Executive Director, Eastern Region with

- a commitment to the mission of American Friends of the Israel Philharmonic Orchestra—to support the world-class Israel Philharmonic Orchestra, celebrating Israel, culture, and art;
- a belief in the power of music to move the world, forge connections, and inspire belief in a brighter future and a passion for the State of Israel;
- experience identifying, cultivating, soliciting, and stewarding donors with a focus on major gifts;
- knowledge of the New York City and South Florida philanthropic communities;
- an understanding of various fundraising functions including major giving, campaigns, corporate and foundation relations, planned giving, and events;
- exceptional written and oral communication skills, including public speaking skills;
- strong computer skills including Microsoft Office and experience using Raiser's Edge;
- an entrepreneurial spirit;
- an ability to thrive in a team environment and a passion for people and external engagement; and
- an ability to plan, organize, and implement a variety of projects, sometimes simultaneously and under deadline pressure, while maintaining the integrity and quality of each project.

A bachelor's degree is required for this position as is at least five years of fundraising or relevant experience.

SALARY AND BENEFITS

American Friends of the Israel Philharmonic Orchestra offers a competitive salary and benefits package.

LOCATION

This is a remote/hybrid position. The Executive Director will travel between New York City and South Florida with time in AFIPO's New York City headquarters on a weekly or bi-weekly basis.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of American Friends of the Israel Philharmonic Orchestra as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Executive Director, Eastern Region, American Friends of the Israel Philharmonic Orchestra.](#)

To nominate a candidate, please contact Patrick Key, patrickkey@aspingleadershipgroup.com or Marianna DiVietro, mariannadivietro@aspingleadershipgroup.com.

All inquiries will be held in confidence.