



Position

President and CEO, Atlantic Classical Orchestra

Job Summary

Reports to the Board of Directors through the Chair;
Maximizes revenue;
Provides leadership and supervises the professional staff;
Works in collaboration with the Music Director;
Develops strategic and tactical plans, and
Cultivates community relationships in the Orchestra's venues.

Qualifications

- Bachelor's or advanced degree
- A minimum five years of senior management experience
- Strong financial management skills
- Recognized leadership in organizational development and fundraising in the nonprofit sector
- Familiarity with the music industry preferred, but not required

Qualities

An energetic and entrepreneurial perspective with a pragmatic approach to building an effective management team and organizational structure that best serves Atlantic Classical Orchestra's mission, vision, goals, and artistic leadership.

Responsibilities and Duties:

- Grow revenue to ensure long-term financial stability by developing and implementing strategies to capitalize on the ACO's strong markets.
- Develop and implement strategies which will enhance institutional visibility, the ACO's public image, articulation of its mission, and place in the community to diversify its audiences.
- Participate in the development of a strategic plan for the institution.
- Develop an effective business plan to implement the strategic plan.
- Assist in identification, cultivation, and recruitment of prospective board members.
- Accept responsibility for the fiscal status of the organization, overseeing the accurate and timely preparation, reporting, and monitoring of its annual operating budget.
- Establish and maintain an appropriate infrastructure that supports the conductor, the orchestra's musicians, the guest artists, the Board, the staff, and the volunteers.
- Oversee the organization's administrative functions utilizing a personnel plan whereby the staff is effectively structured and managed.

Application Procedure

Please submit the following, via email, to: Search@ACO-music.org

- Letter of interest
- Curriculum vitae
- List of at least 4 professional references with contact information

Deadline for Materials

- All materials must be received by February 1, 2019

Compensation

Competitive compensation package commensurate with experience.

Organizational Information

Now in its 29th season, Atlantic Classical Orchestra (ACO) has developed a reputation as a world-class performing arts organization dedicated to presenting performances of both orchestral and chamber music performances growing communities on Florida's Atlantic Coast north of Miami (specifically Palm Beach Gardens, Stuart and Vero Beach – three of the wealthiest communities in the State). While its core repertory is based in the late 18th and early 19th centuries, the orchestra has developed an active commitment to the rediscovery of neglected music from the Romantic era, written for an orchestra of classical proportions. ACO also champions the best and most accessible of contemporary music with a special emphasis on the younger generation of American composers.

As a dynamic organization that embraces the communities it serves, ACO's mission is to:

- Present musical performances of the highest possible artistic level
- Broaden the outreach of ACO as a primary cultural resource serving the Treasure Coast and in other venues that would enhance the prestige of ACO
- Encourage and cultivate the appreciation of symphonic music by offering enriching, educational, and accessible musical experiences for Treasure Coast residents

The ACO, led by Grammy-nominated Artistic Director and Conductor David Amado, is composed of approximately 47 members drawn not only from Florida's principal musical organizations, but also orchestras throughout the USA. The orchestra's artistic vision, high caliber of playing and variety of works performed have resulted in critical acclaim.

The only resident professional orchestra on Florida's Treasure Coast, ACO currently performs four concert program cycles from January to April at three subscription venues: the Community Church of Vero Beach in Vero Beach, the Lyric Theater in downtown Stuart, and the Eissey Theater on the campus of Palm Beach State College. It's educational and outreach efforts include an ongoing relationship with the Treasure Coast Youth Symphony.

ACO is a private, nonprofit 501(c) 3 corporation governed by a 25-member Board of Directors. Currently with an annual operating budget of \$1 million for FY17 and a \$1.5 million endowment, the Board, Music Director, and staff are engaged in a process to guide the expansion of financial resources, organizational capabilities, and orchestral programming throughout the region.

12/15/2018