



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



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

The Vice President for Advancement 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, AMFS is regarded as one of the leading classical music festivals in the world, noted both for its concert programming and its musical training of mostly young-adult students. The typical eight-week summer season includes more than 300 classical music events—including concerts by three 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.

AMFS offers musicians a choice of ten programs of study: Orchestra, American Brass Quintet Seminar @Aspen, Solo Piano, Collaborative Piano, Opera Coaching, the Aspen Opera Theater Center and VoalARTS, the Aspen Conducting Academy, the Susan and Ford Schumann Center for Composition Studies, the Aspen Contemporary Ensemble, and Classical Guitar.

The Michael Klein Music Tent, which opened in 2000, is the Festival’s primary concert venue and seats 2050. Concerts are held in the Klein Music Tent on a nearly daily basis during the summer. The 500-seat Joan and Irving Harris Concert Hall is located next door to the Benedict Music Tent and was opened in 1993. The Wheeler Opera House—a Victorian-era venue owned by the City of Aspen—is the home to certain Aspen Opera Theater Center and VocalARTS productions in the summer and the AMFS’s Metropolitan Opera Live in HD screenings in the winter. The Matthew and Carolyn Bucksbaum teaching campus was completed in 2016 and includes fourteen new buildings and two historic buildings.

AMFS is a leader among Aspen’s extraordinary group of cultural and humanistic non-profits. The Aspen Institute is an internationally important organization; Aspen Art Museum is nationally recognized and celebrated; AspenFilm, Theatre Aspen, the Aspen Santa Fe Ballet, the Anderson Ranch Arts Center, the Aspen Center for Physics, and many other groups sustain an unparalleled climate for philanthropy and engagement. Among these, AMFS receives the strongest support from the City of Aspen and is the leading grant recipient in Colorado from the National Endowment for the Arts. Aspen is internationally renowned as a destination for outdoor sports, both winter and summer.

## REPORTING RELATIONSHIPS

The Vice President for Advancement will report to the President and CEO, Alan Fletcher and serve as a senior member of the organization's Leadership Management Team. The Vice President will oversee a team of six staff.

## FROM THE PRESIDENT AND CEO

*This is an exciting time for the Aspen Music Festival and School. 2024 is the 75<sup>th</sup> Anniversary of AMFS and we will have an extraordinary summer to celebrate. In December 2023, our board approved a five-year strategic plan which focuses on securing our future with capital improvements, endowment funding, and increased student aid. We are in the nucleus phase of a capital campaign to support these new initiatives. The Vice President for Advancement will have the opportunity to participate in shaping this campaign and strategizing its execution. Our past campaign raised \$85M for a new teaching campus and increased endowment. This history of strong commitment from our donors will assist AMFS as we launch into the next era of this world-class institution.*

—Alan Fletcher, President and CEO

## ASPEN MUSIC FESTIVAL AND SCHOOL'S COMMITMENT TO INCLUSION, DIVERSITY, EQUITY, AND ACCESS

During the summer of 2020, AMFS began an intensive internal process examining its practices and goals with regard to inclusion, diversity, equity, and access (IDEA). It assembled a committee of Board members, artist-faculty, alumni, and staff who worked closely with a consultant specializing in IDEA, to examine current practices at the AMFS and re-imagine its future. Its goal was to determine a path forward toward greater justice in its own work and as a leader in the world of music.

In 2021, Aspen Music Festival and School released its full [Statement of Commitment](#). This statement was a three-year plan representing a *starting point* for this work. AMFS is currently drafting a report on the status of these commitments and is working on Phase Two with a committee of staff, faculty, and alumni to further our goals of diversity, equity, inclusion, and justice.

## PRIMARY RESPONSIBILITIES

The Vice President for Advancement will

- create, articulate, and execute strategic fundraising plans to support the Festival and School's artistic mission, vision, and growth as the AMFS builds upon its operational base of support;
- oversee an \$8M+ annual program of individual, corporate, foundation, and government giving, implementing current strategic plan initiatives and objectives for substantial growth;
- work with the President and CEO to finalize plans and initiate a capital campaign to support the current strategic plan;
- design and implement new strategies for planned giving;
- manage a development team of six team members; and
- serve as a key liaison to the AMFS Board of Trustees, including staffing the Board's Nominating committee.

## LEADERSHIP

### **Alan Fletcher President and CEO**

Alan Fletcher, one of this country's most accomplished music administrators and respected composers, was born 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 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.

## CANDIDATE QUALIFICATIONS AND COMPETENCIES

Aspen Music Festival and School is seeking a Vice President for Advancement with

- a commitment to the mission of Aspen Music Festival and School;
- 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 in developing successful corporate, foundation and/or government grant proposals;
- excellent written, verbal, and presentation skills;
- proven proficiency using prospect management computer systems;
- demonstrated passion for the arts;
- knowledge of classical music (preferred);
- availability for long hours including evening and weekend events, especially throughout the summer;
- excellent conflict management skills;
- strong management skills and expertise in building, valuing, investing in, and empowering a team;
- an ability to work collaboratively across the organization;
- refined problem-solving skills and broad institutional perspective;
- a creative, innovative temperament and the ability to be a nimble manager who values and rewards creativity;
- exceptional project management skills and the ability to deal with multiple deadlines and competing priorities;
- strong budgeting and financial management skills and facility with computer programs that support planning and financial management;
- a high level of energy, integrity, and ethical standards; and
- a reputation for fairness and transparency and the ability to speak and write persuasively about the AMFS.

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

#### **SALARY AND BENEFITS**

- The salary range for this position is between \$240,000 and \$260,000 and it is a non-exempt position
- Full employee medical, dental, and vision insurance coverage
- \$25,000 life insurance policy
- Option to put aside money pre-tax for health and dependent care expenses
- Pre- or post-tax retirement plan with company match after two years of service
- Medical expense reimbursement plan to offset the insurance deductible
- Cash health and wellness benefit
- An employee assistance program
- Paid holiday schedule of 18 days including a six-day post-festival break and a holiday break from Christmas Eve to New Year's Day
- Paid vacation of 13 days the first year that grows up to 26 days after five years
- Paid sick time of 15 days per year
- Season pass to the festival plus one guest
- Aspen Chamber discount on ski passes

#### **LOCATION**

This position is in Aspen, Colorado. Some remote work is possible.

#### **APPLICATION DEADLINE**

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Aspen Music Festival and School.*** Review of applications will begin immediately and 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, contact Ron Schiller: [ronschiller@aspenleadershipgroup.com](mailto:ronschiller@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*