CATHERINE FRENCH GROUP

Position Opportunity

Vice President for Advancement
Aspen Music Festival and School
Aspen, Colorado

Aspen Music Festival and School (AMFS) welcomes applications and nominations for the position of Vice President for Advancement.

About Aspen Music Festival and School
www.aspenmusicfestival.com

The Aspen Music Festival and School is widely recognized to be among the finest classical music centers for performance and education both nationally and internationally. Presenting more than 300 musical events during its eight-week summer season, AMFS draws leading classical musicians from across the world for a rich combination of performances of orchestral works, opera, chamber music, recitals, contemporary music, works by new or previously unrecognized voices, popular genres, family events, and talks, competitions, and classes.

Over seven decades, AMFS's magic has been in the combination of seasoned professionals and youth as colleagues and co-inspiring forces. AMFS Alumni fill every corner of the music world today, performing in orchestras, as soloists, singing, composing, conducting and teaching. AMFS continues to create, educate, and inspire.

In 2026, more than 450 students participated in orchestra, opera, chamber music, piano studies, classical guitar, composition, and conducting studies. Students came to Aspen from 40 U.S. states and 40 countries to play in three orchestras, sing, conduct, compose and study with artist-faculty members from the leading professional ensembles, conservatories, and schools of music in North America and across the world. In 2027, in addition to recitals and concerts by an array of major artists, highlights will include a concert performance of Wagner's *Das Rheingold* and opera presentations of Kevin Puts' *The Hours* and Bizet's *Carmen*.

A deep commitment to Aspen itself and the surrounding communities is reflected in the many events in and around the Klein Music Tent that are free to the public during the summer season. From Fall to Spring, AMFS engages young audiences with popular in-school and after-school music programs throughout the Roaring Fork Valley. AMFS is a leader among Aspen's extraordinary group of cultural and humanistic non-profit organizations such as the Aspen Institute, the Anderson Ranch Arts Center, the Wheeler Opera House, and Theatre Aspen.

AMFS is governed by a Board of 51 dedicated and engaged Trustees. Alexandra Munroe is Board Chair. Meghan Martineau Umber began her tenure as President and CEO on October 1, 2026. The year-round staff of 38 expands to 105 in the summer. The summer faculty includes 130 distinguished artists from around the world. Robert Spano is Music Director, and Renée Fleming and Patrick Summers are Co-Artistic Directors of the Opera Theater and Vocal Arts program.

AMFS's FY 27 operating budget is $23.5 million. At the successful conclusion of the current campaign, the $120 million endowment will have grown to $175 million.

The Opportunity

The next Vice President for Advancement will join AMFS as Meghan Umber becomes the Festival and School's seventh President and CEO. The VP will be a key member of AMFS's new executive leadership team as they build on AMFS's remarkable legacy as a thought leader in the arts and on the considerable accomplishments of Alan Fletcher who recently concluded his twenty-one-year tenure in the role.

The next VP will have the opportunity to bring a major fundraising campaign, *Aspen Promises,* to a successful conclusion. The VP will participate actively in envisioning and planning the next decade of growth and development for AMFS and in designing new opportunities for increased philanthropic support. The VP will have the opportunity to inspire both new and existing donors to discover the value, importance, and sheer joy of investing in the future of music through the Aspen Music Festival and School.

The Position

Reporting to the President and CEO, the Vice President for Advancement creates, articulates, and executes strategic fundraising plans to support the Festival and School's artistic mission, vision, and growth as AMFS builds upon its operational base of philanthropic support.

The VP for Advancement ensures that AMFS achieves and exceeds its annual fundraising goal, currently at $10 million, for contributed income from individuals, corporations, foundations, and government agencies. Working with the President and CEO, the next VP for Advancement will drive the successful completion of the *Aspen Promises* campaign, currently at $85 million, to reach and surpass its $92 million goal in support of the current strategic plan.

The VP for Advancement partners with the President and CEO to recruit, engage, and support an active Board of Trustees who are significant individual donors as well as ambassadors and advocates for AMFS throughout the country and the world. The VP provides impetus and support to the fundraising work of the CEO and the Board, and takes an active role in the cultivation, solicitation, and stewarding of individual and institutional donors. The VP ensures that AMFS's planned giving program provides opportunities that address potential donors' interests and concerns.

The Vice President for Advancement recruits, supervises, and motivates a high-performing development team of six full-time and three summer staff members. The VP ensures that the systems and protocols are in place to provide accurate recording, prompt acknowledgement, and appropriate stewardship of all gifts.

The VP is a member of the executive leadership team, which includes the Vice President and Chief Operating Officer, VP for Marketing and Communications, VP for Artistic Administration, VP and General Manager, VP for Education and Community, and VP and Dean of Students.

The Vice President for Advancement is a visible, active, and articulate representative of AMFS in the Aspen community and throughout the country. While based in Aspen, the VP must be able to travel as needed to meet with current and potential donors.

Candidate Profile

The successful candidate will be an experienced fundraising professional who combines a love of music and music education with a deep respect for philanthropy and a track record of success in achieving and exceeding significant goals for annual fund, endowment, capital, and special projects fundraising. The ideal candidate will have demonstrated experience closing major seven-figure gifts. Experience working with a national and/or international board and donor base will be considered an asset.

The successful candidate will fully embrace and articulate AMFS's institutional vision, mission, strategic initiatives, and overriding commitment to excellence. The VP will be able to speak and write persuasively about AMFS to a diverse community of stakeholders in Aspen, throughout the country, and throughout the world. The candidate will have a passion for connecting and building strong relationships with existing and potential donors.

The successful candidate will have demonstrated the ability to work effectively with a CEO and a volunteer Board of Directors to achieve fundraising goals. The candidate will be an effective supervisor who is willing and able to mentor staff in order to build a strong fundraising team and instill a sense of responsibility for fundraising throughout the organization.

The successful candidate will be creative, curious, and flexible. The VP will have the ability to manage multiple priorities and competing deadlines with grace and good humor. The successful candidate will be a person of high integrity and ethical standards who has a deep respect for philanthropy and a strong belief in the intrinsic value of music and music education.

The successful candidate will welcome the opportunity to become an active part of the greater Aspen community and to enjoy the incomparable natural beauty of the Rocky Mountains. While the VP will be expected to travel throughout the year, this is a full-time position based at the AMFS offices in Aspen and cannot be done remotely.

Compensation and Benefits

The salary range for this position is $240,000 to $260,000 based on qualifications and experience. AMFS offers a comprehensive benefits package that includes:

- 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
- 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

Applications

Aspen Music Festival and School welcomes recommendations, nominations, and applications from all qualified candidates regardless of race, sexual orientation, gender expression, age, disability, religion, ethnicity, or national origin.

We ask that applicants submit a letter that speaks to their specific interest in the AMFS VP position and their professional qualifications as described in the position specifications. Please include a resumé and contact information for at least three references. All applications will be treated as confidential, and references will not be contacted without the applicant's prior agreement.

Electronic submissions in Adobe Acrobat PDF format are requested. Please send to:

Vice President for Advancement – Aspen Music Festival and School
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