



VICE PRESIDENT OF PHILANTHROPY
[KANSAS CITY SYMPHONY](#)
KANSAS CITY, MISSOURI



Aspen Leadership Group is proud to partner with the Kansas City Symphony in the search for a Vice President of Philanthropy.

The Vice President of Philanthropy will lead all fundraising and philanthropic initiatives of the Kansas City Symphony. The Vice President will play a pivotal role in developing and implementing a comprehensive fundraising strategy that supports the Symphony's growing artistic and community engagement goals. With a focus on innovation and an entrepreneurial spirit, the Vice President will bring an analytical and goal-oriented approach to the team as well as a deep background in the cultivation and stewardship of major donors and correlated fundraising efforts while setting and exceeding aggressive fundraising benchmarks.

Founded in 1982 by R. Crosby Kemper and a group of passionate music lovers, the Kansas City Symphony has rocketed to become one of the top 25 orchestras in the United States. During its 42-week season, it performs a range of orchestral and chamber music in its performance home, Helzberg Hall at the Kauffman Center for the Performing Arts, one of the very best concert halls in America. The musicians of the Symphony also perform throughout the Kansas City metropolitan region on its portable stage, the Mobile Music Box, while serving as the orchestra for both the Kansas City Ballet and Lyric Opera of Kansas City. Michael Stern is finishing a 19-year tenure as the Symphony's Music Director, and starting in July 2024 the Symphony will welcome conductor and composer Matthias Pintscher as his successor. Matthias regularly conducts and has his compositions performed by many of the world's best orchestras and opera companies, and he ranks among the world's foremost conductors and composers of orchestral music. Matthias's connection with the Symphony's musicians has been immediate and powerful—a connection with the ability to make notes on a page turn into music that is complex, emotional, and human. Matthias is elevating the Kansas City Symphony and its audience in music, together.

Kansas City Symphony includes 80 full-time musicians from around the world who call Kansas City home. Frequently joining them onstage is the 160-voice Symphony Chorus led by Charles Bruffy. Every season dozens of soloists perform with the Symphony—instrumentalists, singers and songwriters, tribute rock bands, even aerial artists. The Symphony also accompanies well loved films, playing the soundtrack live as the full movie is shown on Helzberg Hall's giant screen.

Between its concerts at the Kauffman Center, performances on the Mobile Music Box, and community events like Celebration at the Station, the Symphony seeks to serve all of Kansas City through music. The Symphony also continues to introduce new concert formats that bring music alive in ways that connect it deeply with the community. The Kansas City Symphony is driven in its ambition to impact more lives through music, acting with a boldness and courage that distinguishes it among performing arts organizations.

REPORTING RELATIONSHIPS

The Vice President of Philanthropy will report to the President and CEO, Danny Beckley. The Vice President will oversee a team of seven staff.

FROM THE PRESIDENT AND CEO

As one of the newest major orchestra organizations in America, the Kansas City Symphony has rocketed to become one of the top 25 in the United States. During our 42-week season, we perform a huge range of orchestral and chamber music in our performance home, Helzberg Hall at the Kauffman Center for the Performing Arts, one of the very best concert halls in America.

We regularly attract top musicians from around the country to move to Kansas City and make their lives here. In 2023 we attracted one of the foremost musicians in all of orchestral music to lead our orchestra as our next Music Director—Matthias Pintscher. Matthias is well known across the globe, regularly conducting, and having his compositions performed by orchestras and opera companies throughout America, Europe, and east Asia.

The Kansas City Symphony is developing into a highly innovative organization. In the early months of the pandemic, we invented the Mobile Music Box—a completely self-contained portable performance facility which has enabled us to give concerts in 89 zip codes around the Kansas City metropolitan area. Post-pandemic, the Mobile Music Box has become one of our most popular brands as we continue to perform free concerts in parks and neighborhoods to tens of thousands each year.

Today we are blazing new paths toward a bright future. Building on our institutional muscle in innovation and change, we are structuring the organization to be fast-moving and nimble in service to our community. We are adopting a master brand portfolio strategy of the Kansas City Symphony concerts of varying types, Mobile Music Box, and new brands and offerings yet to come. We are creating the orchestra's first hip hop show in close collaboration with local artists, and we are doubling the size of the orchestra's footprint in the popular film with live orchestra space.

In our first season with Matthias Pintscher as Music Director, we will launch three new offerings to make classical music more widely desirable. We will be undertaking a brand overhaul across the organization and introducing new brands. And we will be embarking on the orchestra's first tour, at the invitation of three of the most prominent presenters in Europe.

It is in this fast-paced environment that we seek leadership of our philanthropy operation. This is an opportunity to join the excitement already underway and to be a leader in change. We are positioning ourselves as leaders in an industry that needs great change, in how we appeal to a wider audience, in how we develop donors, and in how we represent and serve our communities across all that divides them, with equitable and inclusive programs and offerings that bring people together.

I look forward to reviewing the materials of applicants who are committed to being leaders of change in service to all.

—Danny Beckley, President and CEO

PRIMARY RESPONSIBILITIES

Strategic Leadership

The Vice President of Philanthropy will

- formalize and refine fundraising operations by
 - leading the continued maturation of the Symphony's philanthropy program by creating and implementing systems and processes to optimize fundraising operations;
 - establishing performance measurements related to all components of contributed revenue;
 - monitoring and evaluating operational effectiveness while implementing changes required for improvement and adjusting fundraising goals as needed;
 - ensuring that data related to prospects and donors is recorded and tracked in the database;
 - preparing reports, updating donor records, and assisting with database maintenance as needed;
 - supervising and mentoring a team of experienced fundraising professionals, providing guidance, resources, and support in executing successful fundraising initiatives; and
 - fostering a collaborative, supportive, and results-driven culture within the philanthropy team.

Major Gifts and Donor Cultivation

The Vice President of Philanthropy will

- advance and inspire new and renewed commitments by
 - cultivating, soliciting, and stewarding a portfolio of 50 to 75 major donors, foundations, and corporations to secure significant and transformational financial annual support of \$25,000+;
 - delegating and monitoring effective fulfillment of a robust sponsorship and donor benefits program; and
 - building a Board Philanthropy Committee and serving as the staff lead in support of the committee's strategy and focus on advancing donor relationships and securing gifts.

Partnership, Collaboration, and Communication

The Vice President of Philanthropy will

- break down silos and build connections by
 - developing a dynamic partnership with the President and CEO to advance the best possible donor engagement strategy in pursuit of elevated gifts;
 - supporting the President and CEO and key leaders in fundraising by conducting and providing prospect research; developing briefing memos and remarks; crafting gift request materials; and managing full meeting preparations and follow-up;
 - partnering with the Board of Directors to elevate their role in fundraising and foster a culture of philanthropy within the organization; and
 - working closely with the Vice President of Marketing to develop, implement, and manage strategic communications efforts that effectively promote the organization, including letters, email, social media, and printed publications.

LEADERSHIP

Danny Beckley **President and CEO**

Danny Beckley has served as Kansas City Symphony President and CEO since July 2019. He oversees all administrative and managerial aspects of the Symphony, including operations, finance, marketing, and fundraising.

He manages the organization's \$20 million annual budget and a full-time staff of 35 professionals, and he works with the orchestra's 80 full-time musicians to present nearly 200 concerts each season. Beckley works closely with the Music Director on programming and artistic planning as well as with the Board of Directors on strategic planning and other initiatives to continue the Symphony's remarkable record of success. Most recently, Beckley served for six years as Vice President and General Manager of the Indianapolis Symphony Orchestra where he was responsible for orchestra operations, performance and administrative facilities, and the Symphony's summer concert and presentation series. Prior to that time, he was Executive Director of the Charleston Symphony Orchestra in South Carolina. His other experience includes serving as Managing Director of BlueKey Web Solutions in Charleston, a company he helped found, and working as a public-school orchestra director. Beckley earned a bachelor's degree in music education from James Madison University and a master's degree in music performance from Northwestern University. He received additional training from the League of American Orchestras and the Indiana University Lilly Family School of Philanthropy. In his free time, Beckley enjoys being outdoors with his wife and children. In addition to his continued interest in playing the trombone, he designs and builds custom furniture.

Michael Stern **Musical Director**

Music Director Michael Stern has embarked upon his second decade with the Kansas City Symphony, hailed for its remarkable artistic ascent, original programming, organizational development and stability, and the extraordinary growth of its varied audiences since his tenure began. Over the last five seasons, Stern and the orchestra have ushered in a new era and have performed to critical acclaim and sold-out audiences in their performance home, Helzberg Hall at the \$413 million Kauffman Center for the Performing Arts.

To date, Stern and the Kansas City Symphony have successfully partnered with award-winning audiophile label Reference Recordings to produce five albums: *Shakespeare's Tempest*; *Britten's Orchestra*, which won a 2011 Grammy Award in the "Surround Sound Album" category and producer David Frost won "Producer of the Year, Classical;" an Elgar/Vaughan Williams project; *Miraculous Metamorphoses*, featuring the music of Hindemith, Prokofiev, and Bartók; and most recently, Saint-Saens Symphony No. 3, "Organ," which Gramophone Magazine named "Editor's Choice" for September 2015. Reference Recordings has slated two project for future release: Holst's *The Planets* (recorded January 2015) and Adam Schoenberg's *Finding Rothko; Picture Studies*, an expressive interpretation of masterpieces at the Nelson-Atkins Museum of Art; and *American Symphony*, premiered by the Symphony in 2011 (recorded June 2014). Stern led the commissioning of all three Adam Schoenberg pieces. The Symphony and Stern also have recorded for the Naxos label. In July 2012, the Symphony's concerts with internationally celebrated mezzo-soprano Joyce DiDonato were broadcast nationally on nearly 400 PBS stations for the PBS Summer Arts Series. The Grammy-nominated audio recording of that concert is available on iTunes.

Stern is also the Founding Artistic Director and Principal Conductor of IRIS Orchestra in Germantown, Tennessee. This unique group, now in its second decade, has been widely praised for its virtuosity and programming, and has produced a string of recordings and acclaimed commissioned new works by American composers. Other positions include a tenure as the Chief Conductor of Germany's Saarbrücken Radio Symphony Orchestra (the first American chief conductor in the orchestra's history) and as Permanent Guest Conductor of the Orchestre National de Lyon in France, a position which he held for five years, and a stint as the Principal Guest Conductor of the Orchestre National de Lille, France.

Stern has led orchestras throughout Europe and Asia, including the Budapest and Vienna radio symphonies, the Helsinki, Israel, London, Moscow and Royal Stockholm philharmonics, London Symphony, National Symphony of Taiwan, Orchestre de Paris and Tokyo's NHK Symphony, among many others.

In North America, Stern has conducted the Atlanta, Baltimore, Chicago, Cincinnati, Houston, Indianapolis, National (Washington, D.C.), Montreal, Pittsburgh, St. Louis, Seattle, and Toronto symphonies, the Cleveland and Philadelphia orchestras, as well as the New York Philharmonic. He also appears regularly at the Aspen Music Festival and has served on the faculty of the American Academy of Conducting at Aspen.

Stern received his music degree from the Curtis Institute of Music in Philadelphia, where his major teacher was the noted conductor and scholar Max Rudolf. Stern co-edited the third edition of Rudolf's famous textbook, "The Grammar of Conducting," and also edited a new volume of Rudolf's collected writings and correspondence. He is a 1981 graduate of Harvard University, where he earned a degree in American history.

Matthias Pintscher

Music Director

Matthias Pintscher serves at Kansas City Symphony's fifth Music Director. As Music Director, Pintscher will lead the KCS for ten weeks each season. Working in close partnership with President and CEO, Danny Beckley, he will strive to shape each program as a unique experience and find new ways of presenting music to the community. Among the projects he is currently considering are small-format concerts in non-traditional venues; programs that contextualize music with storytelling; museum-based collaborations with Kansas City's thriving visual arts' community; period-instrument performances of core repertoire; and a semi-staged production of Bach's St Matthew Passion. As local audience trust and support continues to grow, he hopes to explore further new directions in programming.

Matthias Pintscher is "a sculptural conductor who continually conjures up images for one's ears" (Der Tagesspiegel, Germany). Now nearing the end of his tenure as Music Director of Ensemble Intercontemporain, winner of the 2022 Polar Music Prize, he recently led the ensemble on their final European and U.S. tours together, which featured appearances at both Carnegie and Disney Halls. Also in his second season as Creative Partner of the Cincinnati Symphony Orchestra, Pintscher's previous titled positions include Principal Conductor of the Lucerne Festival Academy Orchestra, Music Director of California's Ojai Music Festival, Season Creative Chair of Zurich's Tonhalle Orchestra, Artist-in-Residence of the Los Angeles Chamber Orchestra, and nine seasons as Artist-in-Association of the BBC Scottish Symphony Orchestra. In addition, he enjoys especially close relationships with the Los Angeles Philharmonic, Bavarian Radio Symphony Orchestra, and Amsterdam's Royal Concertgebouw Orchestra, besides appearing almost annually with Florida's New World Symphony.

He made his Philadelphia Orchestra debut this spring, bookended by engagements in the German capital, where he led the Berlin Philharmonic at this year's Biennale and looks forward to conducting *The Flying Dutchman* at the Berlin State Opera. Previous operatic engagements include productions at the Vienna State Opera and Théâtre du Châtelet in Paris.

Alongside his conducting career, Pintscher is one of today's preeminent composers. His music is championed by some of the finest performing artists, conductors and orchestras worldwide, including the Boston Symphony, Chicago Symphony, Cleveland Orchestra, New York Philharmonic, Philadelphia Orchestra, Berlin Philharmonic, London Symphony Orchestra, Royal Concertgebouw Orchestra, and Orchestre de Paris. His works are published exclusively by Bärenreiter, and he has served on the composition faculty of New York's Juilliard School since 2014. Born in Marl, North Rhine-Westphalia, Pintscher studied conducting with Pierre Boulez and Peter Eötvös.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Kansas City Symphony seeks a Vice President of Philanthropy with an ability to lead with courage and conviction in service to the the Kansas City Symphony and the community it serves. The successful candidate should exhibit selfless, confident, and bold leadership. At this transformative moment in the history of the Symphony, it seeks a Vice President with both the vision and the drive to ensure that the Kansas City Symphony impacts more lives through music.

Furthermore, the Kansas City Symphony seeks a Vice President of Philanthropy with

- a commitment to the mission of the Kansas City Symphony—to advance and advocate the art of classical music for the enrichment of the community;
- a passion for the performing arts and innovation in the industry;
- a history of raising significant funds in a nonprofit or cultural institution;
- a broad and deep knowledge of philanthropy and a track record of securing major gifts;
- an understanding of change management and an ability to develop and implement strategies that drive enduring engagement and increase revenue;
- strong leadership and management skills, with experience leading and inspiring a high-performing team; and
- excellent interpersonal and communication skills, with an ability to engage and inspire a diverse range of stakeholders.

A bachelor's degree or an equivalent combination of education and experience and at least five years of successful revenue-generating experience is preferred for this role. The Kansas City Symphony will consider candidates with a broad range of backgrounds. If you are excited about this role and feel that you can contribute to the Symphony, but your experience does not exactly align with every qualification listed above, we encourage you to apply.

SALARY AND BENEFITS

The salary range for this position is \$160,000 to \$175,000 annually. The Kansas City Symphony offers a comprehensive package of benefits including a PPO health insurance plan with dental and vision benefits, along with a 403(b) plan with employer match, disability insurance, and maternity benefits.

LOCATION

This position is in Kansas City, Missouri.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Kansas City Symphony and the responsibilities and qualifications specified in the position prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: [Vice President of Philanthropy, Kansas City Symphony](#).

To nominate a candidate, please contact Gregory Leet: gregoryleet@aspenleadershipgroup.com.

All inquiries will be held in confidence.