



**CHIEF ADVANCEMENT OFFICER**  
**MUSIC ACADEMY OF THE WEST**  
**SANTA BARBARA, CALIFORNIA**



Aspen Leadership Group is proud to partner with the Music Academy of the West in the search for a Chief Advancement Officer.

The Chief Advancement Officer will drive philanthropic efforts and ensure fiscal sustainability in partnership with the President & CEO and leadership team. The Chief Advancement Officer will develop and implement sustainable revenue streams that align with the organizational objectives and strategic priorities of the Music Academy of the West ("the Music Academy"). The Chief Advancement Officer will manage a portfolio of major gift donors and prospects, fostering relationships through customized cultivation and stewardship strategies and activities while focusing on expansion of the Music Academy's community of philanthropic leaders. Additionally, the Chief Advancement Officer will lead the Advancement Committee, leveraging the time, talent, and resources of its members. By coordinating events and outreach activities, the Chief Advancement Officer will play a vital role in enhancing donor engagement and ensuring the continued success of the Music Academy.

Located in Santa Barbara, the mission of the Music Academy of the West is to provide classically trained musicians with transformative educational and performance experiences to expand their talents, inspire each other, pursue artistic innovation, and share their gifts with the world. Its programs include an annual eight-week Summer School & Music Festival which trains up to 150 fellows ages 18 to 34 and presents more than 130 performances and events, competitions, and a fully staged opera; *Sing!*, a children's choir that performs with local, national, and international partners; the MAX (Music Academy Exchange) partnership with international orchestras; the innovative Alumni Performance and Enterprise awards; and the Mariposa Series of concerts by Academy-affiliated artists. The Music Academy boast over 7,000 alumni across a 77-year history with thousands of world class performances performed on Academy stages and community venues.

The Music Academy's home is Miraflores, a stunning 10-acre garden estate about 90 miles north of Los Angeles. The campus is a minute walk from Butterfly Beach, considered by many to be the most beautiful in the area, with stunning sunset views. Miraflores is the focus of most summer activities and events: orchestra rehearsals, chamber recitals, solo recitals, masterclasses, lessons, and individual practice sessions. A lounge, dining patio, music library, and sprawling beautiful gardens provide spaces for leisure and relaxation on campus. Housing is just minutes from the Music Academy at Westmont College, a 111-acre private campus with breathtaking ocean views and wooded paths.

The Music Academy's Summer School & Music Festival is the ultimate summer training center for contemporary artists. More than 130 musicians from around the world, ages 18 to 34, study and perform for eight weeks with over 60 teaching and celebrity artists in a spectacular coastal setting. Fellows are immersed in opera, orchestra, chamber music, private instruction, public masterclasses, and more. The Summer Music Festival is a highlight of the Central Coast California arts community, presenting nearly 130 public events and attended by 40,000 audience members where the Music Academy proudly welcomes individuals across all cultures and backgrounds to experience the transformative power of music.

*Sing!* is the Music Academy's free, after-school children's choral program available to Santa Barbara County students grades one to nine. The program currently numbers more than 200 participants from over 40 area schools. *Sing!* performance opportunities include concerts and collaborations with world-renowned artists and performing arts organizations, including the London Symphony Orchestra, CAMA, State Street Ballet, Santa Barbara's Old Spanish Days, mezzo-soprano Joyce DiDonato, and in the Music Academy's Summer Festival opera productions of Puccini's *La bohème*, Ravel's *L'enfant et les Sortilèges*, and Bizet's *Carmen*.

### **REPORTING RELATIONSHIPS**

The Chief Advancement Officer reports to the President & Chief Executive Officer, Shauna Quill and serves on the Music Academy's leadership team alongside the Dean, Chief Artistic Officer, Vice President of Marketing & Communications, and Chief Financial Officer & Vice President of Administration. The Chief Advancement Officer will oversee a team of six staff, including year-round staff, outside independent contractors, and an additional summer associate.

### **FROM THE PRESIDENT & CHIEF EXECUTIVE OFFICER**

*"Best. Summer. Ever..."*

*That's a quote from one of the Music Academy of the West fellows describing their experience here during the 2024 festival, and I have to say I agree with their assessment. Joining the Music Academy in November 2023 as the new President & CEO, we spent months preparing and planning for the 77<sup>th</sup> season of the festival, and then suddenly 137 fellows, 9 studio artists, and over 60 teaching and guest artists arrived in Santa Barbara, bringing and sharing their joy and love of classical music with our community. It was a celebration, filled with the energy of forward motion and desire to spread our wings even further.*

*We are excited to announce the search for a new Chief of Advancement, beginning in January 2025. This is a pivotal moment for our institution as we usher in a new era with new leadership including a new President & CEO, Chief Artistic Officer, and Vice President of Marketing & Communications. Together with a new strategic plan to be adopted in December 2024, we are poised to elevate our mission and expand our community impact. Now is the perfect time to join our team and contribute to the future of music education in our region.*

*As we embark on this transformative journey, we are eager to engage a visionary leader who can inspire and drive fundraising initiatives, forge relationships, and support our outreach efforts. This role offers a unique opportunity to help shape the cultural landscape of Santa Barbara, celebrating our achievements and expanding access to music education for all. If you are passionate about advancing the arts and making a meaningful difference, we invite you to apply and help us realize our ambitious goals.*

— Shauna Quill, President & Chief Executive Officer

## PRIMARY RESPONSIBILITIES

The Chief Advancement Officer will

- collaborate with the President & CEO and Chief Financial Officer to develop, identify, and implement philanthropic revenue streams, including ambitious and attainable goals focused on increasing sustainable unrestricted, private revenue;
- ensure advancement alignment with organizational objectives and strategic priorities;
- expand the community of philanthropic leaders supporting the Music Academy by managing a portfolio of approximately 50 major gift donors and prospects;
- develop and implement customized cultivation and stewardship strategies that enhance donor engagement;
- partner with the President & CEO to deepen existing donor relationships and cultivate new donors;
- build and maintain effective relationships with donors, volunteers, and key stakeholders;
- coordinate and lead one-on-one meetings and propose strategies that lead to successful gift acceptance;
- conduct meaningful donor visits, both within and outside the Santa Barbara region, aiming for approximately 100 substantive visits per year;
- collaborate with the marketing team to fulfill corporate and foundation sponsorship agreements;
- develop comprehensive communications strategies for all donors;
- oversee and engage the Advancement Committee comprised of Board members and volunteers;
- facilitate Advancement Committee meetings and utilize its expertise to advance fundraising strategies and community outreach; and
- collaborate with staff and volunteers to coordinate cultivation events and activities for donors and prospective donors.

## LEADERSHIP

### **Shauna Quill**

#### **President & Chief Executive Officer**

Shauna Quill joined the Music Academy as President & Chief Executive Officer in November 2023. She had previously served as Executive Director of the New York Youth Symphony since 2011. Under her leadership, NYYS received the 2022 Grammy for Best Orchestral Performance — Classical, expanded its programs and partnerships in the community, toured internationally, and was recognized as one of the most awarded youth orchestras in the United States. Shauna was previously Executive Director of the University of Chicago Presents, the university's professional presenting series, where festivals she designed and curated on Olivier Messiaen and the Soviet Era were named top cultural events in Chicago by the *Chicago Tribune*, *Chicago Sun-Times*, and *TimeOut* Chicago. Shauna has held senior leadership positions at arts organizations including the Aspen Music Festival and School, La Jolla Music Society, and the Herbert Breslin Agency. Shauna received her bachelor's degree in flute performance from Carnegie Mellon University where she was a student of Jeffrey Khaner, Julius Baker, and Ethan Stang.

## **PREFERRED COMPETENCIES AND QUALIFICATIONS**

The Music Academy of the West seeks a Chief Advancement Officer with

- a commitment to the mission of the Music Academy of the West — to provide classically trained musicians and diverse audiences with transformative educational and performance experiences;
- a history of building and maintaining effective relationships with donors and closing gifts with significant institutional impact;
- exceptional communication and influencing skills including an ability to serve as a persuasive and credible communicator across platforms;
- proficiency in the crafting of compelling proposals, reports, solicitation letters, and donor correspondence;
- an ability to articulate the goals, outcomes, objectives, and evaluation strategies of the Music Academy to donors;
- creativity, independence, strategic thinking skills, and project and budget management experience;
- leadership skills including experience collaborating with internal and external stakeholders;
- an ability to engage and motivate diverse individuals and work effectively in a fast-paced environment;
- excellent judgment and a commitment to accountability and discretion with sensitive information;
- strong critical thinking, strategic planning, and problem-solving skills as well as superior organizational skills and attention to detail;
- excellent computer skills, including Microsoft Office and database management, specifically, The Raiser's Edge; and
- flexibility and an ability to adapt to changing work priorities and schedules.

A bachelor's degree or an equivalent combination of education and experience and at least 10 years of experience in nonprofit leadership roles, coupled with experience representing organizations to external audiences, is preferred for this role. The Music Academy of the West will consider candidates with a broad range of backgrounds. If you are excited about this role and feel that you can contribute to the Music Academy, but your experience does not exactly align with every qualification listed above, we encourage you to apply.

## **SALARY, BENEFITS, AND CULTURE**

The salary range for this position is \$220,000 to \$240,000 annually. The Music Academy of the West provides a comprehensive benefits package which includes health and dental coverage, life insurance, paid vacation and sick leave, and a 403(b) plan.

The Music Academy values colleagues with diverse perspectives who thrive in a collaborative, highly communicative workplace. Expectations for teamwork are collectively informed and agreed upon by the Music Academy's leadership.

## **LOCATION**

This position is in Santa Barbara, California. This role requires some evening and occasional weekend activities.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Music Academy of the West 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: [Chief Advancement Officer, Music Academy of the West](#).

To nominate a candidate, please contact Anne Johnson: [annejohnson@aspenleadershipgroup.com](mailto:annejohnson@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*