

GENOVESE VANDERHOOF & ASSOCIATES

A Cultural Management Consulting Firm

JOB OPPORTUNITY

TUESDAY EVENING CONCERT SERIES

Charlottesville, Virginia

Executive Director

The Tuesday Evening Concert Series (TECS) invites applications and referrals for the position of Executive Director.

Now in our 75th season we seek an articulate, visionary, and enthusiastic leader capable of sustaining our current success in bringing internationally recognized chamber music and musicians to an appreciative audience, focusing on identifying, maintaining and improving access to the highest quality classical musicians in Central Virginia.

Tuesday Evening Concert Series:

Since its founding in 1948, the Tuesday Evening Concert Series is internationally recognized as one of the premier presenting organizations for classical music in the United States.

TECS presents seven concerts a year with dates selected to accommodate contracted artists' U.S. tours. Performances are held in Cabell Hall Auditorium (designed by renowned architect Stanford White), located on the grounds of the University of Virginia in Charlottesville, Virginia, and widely viewed by international artists are the finest hall for chamber music in the United States.

In addition TECS has introduced many thousands of local students to classical music through its free children's concerts, presented by some of the evening artists.

TECS has engaged many rising stars at a formative stage in their careers, including Yo-Yo Ma (1980), Joshua Bell (1991), Ray Chen (2016), and Jean-Guihen Queyras (2016), among many others.

The 22/23 season has included pianist Alexander Malofeev, the Takacs Quartet, the Orpheus Chamber Orchestra, The Tallis Scholars, the Benedetti Elschenbroich Grynyk Trio, violinist Yevgeny Kutik and pianist Anna Polonsky, and the Jerusalem Quartet.

The current Executive Director, Karen Pellón, has served in that role for 32 years; she is well-known and appreciated by the community of chamber artists and their

managements. She retires at the end of FY 23.

Despite grappling with the issues faced by all arts organizations by the prolonged pandemic, TECS was able to maximize creative digital opportunities through a partnership with the Chamber Music Society of Lincoln Center.

The annual budget is approximately \$400,000. Cabell Hall seats 851; annual subscriptions typically account for approximately 85% of the seats sold.

TECS is affiliated with the University of Virginia, contracting with it for such services as the use of Cabell Hall, as well as accounting services. It is a separate 501 (c) (3) entity, governed by a Board of Directors that currently consists of ten members of the Charlottesville and University communities, and the Executive Director. The TECS office is located on the historic downtown mall of Charlottesville.

The Position of Executive Director:

Reporting to the Board of Directors, the Executive Director is the chief executive, operating, financial, and development officer.

The Executive Director takes a lead role in all of the organization's activities and projects including artistic planning, budgeting, financial management, fund-raising, education and outreach program delivery, marketing, audience engagement and customer service, and community partnerships

Responsibilities include:

- * building relationships and negotiating contracts with artist managements;
- * planning all operations and schedules;
- * communicating with subscribers;
- * maintaining accurate and complete books and records;
- * coordinating with the University of Virginia's music department and its Office of Vice Provost for the Arts to ensure smooth box office and house management;
- * working with the Board and its Program Committee;
- * collaborating with the local business community for advertising and other purposes;
- * leading fund-raising efforts in collaboration with the Board.

The Executive Director is supported by an assistant who has experience in banking, office management, and public relations.

Charlottesville:

The City of Charlottesville is located in west Central Virginia, approximately 100 miles southwest of Washington, D.C. and 70 miles northwest of Richmond, Virginia. It serves as the region's economic, cultural, and educational center. In 2020 the Census Bureau estimated the City's population to be approximately 46,000 and the Charlottesville MSA population to be over 200,000.

Known for its architectural and historical significance and its natural beauty, Albermarle County was the home of two American presidents, Thomas Jefferson and James Monroe. The University of Virginia and Jefferson's house Monticello are both UNESCO World Heritage Sites.

Downtown Charlottesville is home to one of the longest outdoor pedestrian malls in the United States with stores, restaurants, and civic attractions, as well as the Virginia Discovery Museum and the 3,500-seat outdoor amphitheatre, the Sprint Pavilion.

The city is the center of a sizable indie music scene and has an active theatre community, as well as museums, opera companies, other music and choral groups, ballet, and a symphony. Charlottesville is consistently ranked by national publications as one of the best places to live in the United States.

Qualifications:

The ideal candidate will have previous experience in classical music administration, some background in not for profit arts management, and a university degree in music/arts and/or business management or equivalent experience in arts administration. Deep knowledge of chamber music and experience of classical music programming and presenting are imperative.

The new Executive Director will have excellent analytical, financial and organizational skills. Other necessary characteristics would include political savvy and diplomacy, good oral and written communication skills, a track record in community participation and partnerships, and proven capability in fund-raising, working with individuals, foundations, corporations, and planned giving programs.

Knowledge of concert production is imperative as the Executive Director has oversight responsibility for contracting artistic and technical personnel, coverage, as well as working with tour presenters and artist managements.

The Executive Director, in collaboration with the Board, represents TECS to the

public, the media, donors, funders, and other community stakeholders. The Director must be able to establish and maintain effective working relationships with staff, artists, board members, artist managers, other arts groups, sponsors, educational institutions, students, volunteers, and the audience.

We seek an intuitive and sympathetic listener and leader who can guide the TECS through this important transition.

Compensation: \$100,000 to \$120,000, plus negotiated benefits and relocation package.

Other Information and Application Process:

Interested candidates are invited to submit a letter of interest, résumé, and a list of references by **Monday, May 15** in confidence to:

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For additional information, see:

www.tecs.org, www.genovesevanderhoof.com,

The Tuesday Evening Concert Series does not discriminate against any person based on race, color, gender identify or expression, sexual orientation, religion, age, familial or marital status, veteran status, non-job-related disability or any other basis protected by applicable federal, state, or local laws.