

Orpheus

Director of Development

Orpheus Chamber Orchestra | New York City, NY | Salary \$125 - 140K

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Orpheus Chamber Orchestra seeks a Director of Development who will lead and shape the fundraising efforts and capacity for the organization. The Director of Development will report to the Executive Director and work in partnership with the board, staff, and musicians to generate support for Orpheus as it approaches its 50th anniversary.

Who is Orpheus Chamber Orchestra?

“Orpheus Chamber Orchestra’s mission is to create extraordinary musical experiences that enrich lives and empower individuals through collaboration, innovation, and a passion for artistic excellence. Orpheus performs music at the highest level, challenges artistic boundaries, inspires the public to think and work with new perspectives, and builds a broad audience in New York City and worldwide. The Orchestra believes in empowering the unique voice of all people to make a valuable contribution to music, the arts, and the community.”
- Orpheus Chamber Orchestra Mission Statement

In 1972, a group of young artists made history by creating an orchestra without a conductor in which musicians led themselves democratically. Since then, the Grammy award-winning Orpheus Chamber Orchestra has recorded over 70 albums on all major classical labels, toured to 46 countries across four continents, and collaborated with hundreds of world-class soloists.

[Orpheus’ 34 member musicians](#) work together as a collective and rotate leadership roles for all works performed, giving flight to unconventional interpretations. This democratic structure also extends to organizational functions including programming and governance: the orchestra elects three members to Artistic Director positions and three to the Board of Trustees.

An essential part of New York City’s cultural landscape, [Orpheus presents annual series at Carnegie Hall](#). Orpheus tours to major international venues and has appeared regularly in Japan for 30 years; recent engagements include the Prague Spring and Dresden Music Festivals and a 12-concert tour of Asia. The orchestra’s extensive discography includes a June 2021 release on Nonesuch Records with pianist Brad Mehldau, and the monumental 55 CD box set of [Orpheus’ complete recordings on](#)

[Deutsche Grammophon](#) released in August 2021. Orpheus has commissioned and premiered over 50 new works.

Orpheus shares its collaborative model through [education and community engagement initiatives](#) that promote equity and access to the arts for listeners of all ages around the world. These include programs for K-12 students, opportunities for emerging professional musicians, and a music and wellness program for people living with Alzheimer's Disease and other forms of dementia.

[Orpheus' 2021-22 season](#) features collaborations with pianist Richard Goode, trumpeter Arturo Sandoval, saxophonist Branford Marsalis, violinist Vadim Gluzman, and pianist Nobuyuki Tsujii. The orchestra will also premiere new works by Hannah Kendall, Aldo López-Gavilán, and Courtney Bryan. Orpheus' 2021-22 touring schedule includes appearances in Japan, South Korea, and across the United States.

Who is in Leadership?

Alexander Scheirle (he/him/his), Executive Director

Alexander Schierle was appointed Executive Director on May 1, 2016. Mr. Scheirle was a founding member of the Bayerische Kammerphilharmonie, a self-governed chamber orchestra formed in 1990 and modeled after Orpheus. Mr. Scheirle served as Executive and Artistic Director of the orchestra from 2000 to 2007, initiating international concert tours and establishing relationships with recording labels such as Deutsche Grammophon, EMI, Oehms Classics, and Sony.

Artistic Director: Gina Cuffari (she/her/hers) is Co-Principal Bassoonist of the Orpheus Chamber Orchestra and the Associate Principal/2nd Bassoonist of the Lincoln Center-based Riverside Symphony. She is also a frequent performer with Orchestra of St. Luke's, American Composers Orchestra, Westchester Philharmonic, American Ballet Theater, and Iris Orchestra in Memphis, TN. As a longtime collaborator with the new music ensemble Alarm Will Sound - performing as bassoonist, vocalist and keyboardist - Gina has worked with many composers, premiering countless new works with the group. In an ongoing passion project, Gina has commissioned and premiered works that combine her singing and playing into one performing experience. Composers who have written bassoon/voice works for her include Jenni Brandon, Gregg August, Sunny Knable and Allison Loggins-Hull. Gina currently holds positions at New York University and Western CT State University where she teaches bassoon, coaches chamber music, and teaches a variety of other academic and performance-based classes. She is a frequent guest clinician at Bard College for The Orchestra Now, and has taught masterclasses throughout the USA at universities such as Yale, University of Arizona (Tucson), Temple, University of South Carolina, Ohio State, and Louisiana State.

Artistic Director: Christof Huebner (he/him/his), Program Coordinator/Viola

Christof Huebner was born in Vienna, where he attended the Vienna Conservatory and subsequently the Wiener Musikhochschule. Mr. Huebner studied with Hatto Beyerle, violist of the Alban Berg Quartet, and was the recipient of a grant by the Alban Berg Foundation. Continuing his studies with Michael Tree at the Saint Louis Conservatory as a Fulbright Scholar, he received his artist diploma. Before coming to the U.S., he played with the Vienna Philharmonic Orchestra, the Vienna State Opera Orchestra, and the Vienna Chamber Orchestra. Christof is a frequent performer at music festivals

including the Marlboro Festival, Seattle Chamber Music Festival, Rockport Chamber Music Festival, Salzburg Festival, Wiener Festwochen, and the faculty of the Killington Music Festival in Vermont.

James Wilson (he/him/his) For more than thirty years, cellist James Wilson has nurtured and enjoyed an exciting and varied career as performer and educator, bringing the joy of music to audiences throughout the world. Acclaimed for his singing tone, and his intelligent and soulful approach to music, the Los Angeles Times described Wilson as a musician “with something to say and a commanding way of saying it.” He has appeared in many of the world’s most illustrious performing spaces, including America’s Lincoln Center, Carnegie Hall and Kennedy Center, Suntory Hall in Tokyo, the Sydney Opera House, the Elbphilharmonie in Hamburg and the Musikverein in Vienna. With chamber music at the core of Mr. Wilson’s work he is the founder and Artistic Director of the Richmond-based Chamber Music Society of Central Virginia. He currently teaches cello and chamber music at Columbia University in New York, and at Sarah Lawrence College. The multi-faceted Wilson is a Member of the acclaimed Orpheus Chamber Orchestra, and regularly serves as guest principal cellist of the Saint Paul Chamber Orchestra. A lover of period performance practice, he is in demand as a player of Baroque cello throughout North America and Europe. His performances have been broadcast on West German Radio and Bavarian Radio in Germany, CBC radio in Canada, BBC Radio in Britain, Finish Radio, and National Public Radio.

What Will You Do?

The Director of Development is responsible for planning and implementing strategies to meet or exceed the contributed revenue goals of Orpheus Chamber Orchestra. They will provide leadership and day-to-day management for Orpheus’ development-related programs and staff, and serve as the chief organizational link to all major gift activity for the organization. The Director of Development supervises the Manager of Institutional Giving and Development Associate.

Areas of Accountability

Operational Capacity Expansion

- Engage Artistic Directors in fundraising priorities for the organization.
- Train staff on customer relationship management technology.
- Source and incorporate research software into an annual fundraising plan.
- Improve departmental infrastructure to prepare Orpheus for future large-scale fundraising campaigns.
- Plan 50th anniversary annual fund campaign and opportunities.

Annual Giving

- Cultivate new individual donors, develop innovative methods of engagement and re-engage lapsed donors.
- Plan and execute the annual fund campaign in consultation with the Executive Director, Staff, Board of Trustees and Development Committee.
- Supervise and grow the institutional giving strategy.
- Provide regular analysis and reports of annual fund progress.
- Work with the Executive Director and Board Chair to cultivate, solicit, and steward Board members for annual and special gifts.

- Grow, maintain, and enhance the organization's development database and major donor/prospect list.
- Manage a donor communication calendar including direct mail, email campaigns, invitations, and solicitations.
- Work closely with development, marketing and general management teams to define and position the Young Orpheus membership group and develop cross-departmental strategy for engagement.

Departmental Leadership and Management

- Supervise the Manager of Institutional Giving and Development Associate.
- Serve as staff liaison to the Development Committee and Governance Committee.
- Provide leadership for cultivating current and prospective institutional, government, and corporate donors.
- Spearhead collaboration with the program and finance staffs on proposals to new funders.
- Work with the Executive Director and Development Committee to develop special events strategy, and identify key partners and concepts for opening nights, the annual spring Gala, and patron events for the Board, Orpheus Society, Young Orpheus, and other groups, both in NYC and in national and cities where Orpheus tours.
- Manage the development department budget.
- Represent Orpheus at concerts and special events.
- Lead and implement equitable and inclusive practices for the development department, and for the organization, in collaboration with senior leadership.

Who Are We Looking For?

The Director of Development will be a collaborative fundraiser with a capacity for both strategic thinking and departmental operations. They will have a strong grasp of fundraising practices ranging from individual, corporate, institutional and planned giving, and a commitment to the mission and values of the organization. The ideal candidate will be adept at building infrastructure for a department while working in an environment that is collaborative, democratic, and nimble. They will have strong verbal and written communication skills and the ability to solve complex problems in partnership with the Orpheus staff and board. The new Director of Development will have a commitment to the mission and values of the organization and a working knowledge of classical music and/or the performing arts.

Proof of Covid-19 vaccination is required for all employees.

How much are we paying and what are the perks?

Salary Range: \$125 - 140K.

Travel and Schedule Requirements

Some evening and weekend work is necessary. Local, national, and international travel will be expected during tours.

Benefits Package: Medical, Dental, Vision, Life, and Long Term Disability Insurance; Retirement Benefit Plan; Paid Vacation, Personal, and Sick Time Off

Living in NYC: New York City, to distinguish it from New York State, or NYC for short, is the most populous city in the United States, with a 2020 population of 8,804,190.

[The 10 best things about living in NYC, according to New Yorkers](#)

[What's it like to live in New York City, NY?](#)

How do I apply?

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Orpheus is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age or veteran status.