



CITY OF FORT PIERCE

JOB OPENING/PROMOTIONAL OPPORTUNITY

JOB TITLE: EXECUTIVE DIRECTOR

GRADE: 76

DEPARTMENT: SUNRISE THEATRE

HOURLY SALARY: \$27.03 - \$60.23

ANNUAL SALARY: \$56,215 - \$125,272

POSITION: 1

GENERAL DESCRIPTION

The Executive Director (ED) is the key manager and leader of the Sunrise Theatre in Fort Pierce, FL., whose task is to **execute operating strategies and plans, manage administrative staff, and establish relationships with local, regional, and national arts organizations.** This is a complex, multifaceted role that requires vision, as well as excellent management and communication skills with attention to detail. The ED is responsible for overseeing the strategic plan, administration, development and programming of the organization. A significant component of the position is front-facing, including fundraising, donor cultivation, marketing and community outreach. The position reports directly to the City Manager and supports the Mission of the City of Fort Pierce, performing artists, students, parents, teaching artists, staff, donors, government officials, schools, and other members of the community.

Essential Functions

- **Take a direct leadership role in the organization's development programs, including its annual fund-raising efforts, endowment, capital, and planned giving**
- **Partner with the City Manager, Board of Directors, and volunteers in development activities, effectively cultivating, soliciting, and maintaining strong relationships with individual, corporate, foundation, and government donors and sponsors**
- **Develop plans to grow the audience through the identification of target customers and implementation of marketing / PR programs.**
- **Implement and monitor a long-term strategic and short-term operating plan in coordination with the City Manager, Theatre Boards and staff, and assume joint responsibility for its implementation, reporting progress towards goals regularly.**
- Fund Development Program: Plans, directs and implements a comprehensive development program that generates individual donor, foundation, and corporate funding.
- Overall business management of the theatre and the coordination of all activities.
- Accountable for all financial record-keeping, employee payroll, accounts receivable and payable.
- Provide accurate budgeting reports to the City Manager on a monthly basis.
- Responsible for all publicity, media communications, press releases, brochure and playbill design and composition.
- **Work with legal counsel, when needed and appropriate, to negotiate rental contracts with outside groups (i.e., Ballet Companies, Dance Theatres and Civic Organizations).**
- Attending, staffing and reporting to all Board meetings.



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- Act as spokesperson for the organization with community and regional arts organizations, education institutions, businesses, foundations, government agencies, and other stakeholders including not-for-profit and corporate entities.
- Coordinating all volunteer growth and activities within the theatre.
- Soliciting support from community leaders through fund-raising activities.
- Research and development of grant funding for theatre activities.
- Solicits and encourages corporate sponsorship and related revenue producing advertising.
- Articulate and execute a ticket pricing strategy that will increase the box office yield
- Plans, directs and conducts a variety of marketing studies for the Sunrise Theatre, supervises or initiates the preparation of reports and recommendations; prepares implementation plans and supervises the implementation of major recommendations accepted.
- Establish and maintain cooperative and effective working relationships with the Sunrise Theatre Advisory Board, Sunrise Theatre staff, Sunrise Theatre Foundation, Sunrise Theatre Volunteers, professional associations, business organizations, producers, agents, the media, community civic groups and other members of the public.
- Work with the staff to create diverse programs for the Theatre that are in fulfillment of its mission and are financially sustainable and guide the long range strategic development of Theatre's mix of artistic programs in a diverse patron environment with programs that include but are not limited to rock and roll, popular music, jazz, film and comedy including Hispanic and Latin genres; either self-produced by the Center, produced in consortia, or produced by another organization at the Center

Minimum Qualifications

Knowledge, Skills & Abilities:

- **Passion for Mission**
- Ability to translate mission into concrete action items
- Substantive knowledge of the organization's client base and stakeholders
- **Financial Management**
- Take a direct leadership role in the
- Knowledge of basic accounting protocols and ability to review finances with others to build consensus around priorities and monitor ongoing expenditures
- Accountable for the sustainability and overall health of the organization
- **Talent Management**
- Ability to attract, retain and develop talent
- Establishes clear expectations to solicit the best from each employee
- **Communication**
- Communicates clearly in person and in writing with a diverse audience of stakeholders and clients
- Comprehends how to engage audiences of varying sizes and interests in regards to the mission



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Education and Experience

- Master's Degree in arts administration, theatre, business or equivalent.
- Minimum of five (5) years of progressively responsible professional experience, preferably in a performing arts center environment, two of which must have been in a supervisory capacity.

(A comparable amount of training, education or experience can be substituted for the minimum qualifications.)

Licenses, Certifications and Registrations:

Florida Driver's License (valid at all times).

Essential Physical Skills

- Acceptable eyesight (with or without correction)
- Acceptable hearing (with or without correction)
- Ability to communicate both orally and in writing
- Ability to sit at a desk and view a display screen for extended periods of time
- Ability to enter data at a prescribed rate of speed
- Ability to bend, stoop, reach, drive and stand
- Lift (up to 20 pounds) lifting and carrying
- Manual dexterity to operate standard office, data entry and word processing.

Environmental Conditions

- Work inside in an office.

*(Reasonable accommodations will be made for otherwise qualified individuals with a disability)
(Please note: Job Description is subject to change)*

IF YOU ARE INTERESTED IN BEING CONSIDERED FOR THIS POSITION AND YOU MEET THE MINIMUM QUALIFICATIONS, PLEASE APPLY ONLINE ON THE CITY'S WEBSITE cityoffortpiece.com ON OR BEFORE THE CLOSING DATE.

OPENING DATE: OCTOBER 1, 2018

CLOSING DATE: OPEN UNTIL FILLED

THE CITY OF FORT PIERCE IS AN EQUAL OPPORTUNITY EMPLOYER

UPDATED 09/17/18/HR

EEOC FUNC/CAT: OO/FF (Non-bargaining)