



Marketing & Development Manager

Job Description/Duties

This individual will develop and implement approaches to

- convert individuals and families into donors and subscribers;
- identify and engage people to ignite an emotional connection between people and our organization;
- improve and strengthen connections with our existing subscriber and donor base, particularly communicating with them, listening to them, and responding to them;
- develop other programs and follow up on the best ideas of our board members, with the goal to increase CEWM's outreach to potential subscribers, concert attendees, and potential donors;
- pursue corporate contributions.

Job Requirements

- Great communications skills – written, oral
- Affability, likeability, relationship builder
- Desire to engage, develop a rapport
- Detail-oriented; keeping lists, following up
- Computer literate with the ability to use databases
- Self-motivated, ability to work on her/his own
- High energy
- Ability to handle rejection (and celebrate success)
- Although a self-motivated, self-starter, they must be able to work with and take direction from Board

Compensation

- Hourly pay commensurate with experience
- Contractor

Company Description

Now in its 32nd year presenting concerts in the Berkshires, the mission of Close Encounters With Music is to engage the imagination of diverse concert audiences in a welcoming setting; connect listeners to performers and composers; foster the excitement and sense of community that live

performance arts builds; and turn performances into intellectually enriching and educational and artistically uplifting experiences.

We present internationally celebrated soloists in thematic chamber music performances; stimulating music-oriented lectures with notable figures; galas and special-themed celebrations October-June. Entertaining, erudite, lively commentary by artistic director Yehuda Hanani puts composers and their times in perspective to enrich and enlighten the concert experience. To date, over 100 themes have been explored in the series' programs. A core group of leading artists appears regularly as guests. Choreographer David Parsons and actors Sam Waterston, Richard Chamberlain, Jane Alexander, and Sigourney Weaver have also been featured, weaving narration and dance into the fabric of the programs.

CEWM also has an active commissioning program, working with the most distinguished composers of our time—Paul Schoenfield, Osvaldo Golijov, Thea Musgrave, Lera Auerbach, among others—to create over 20 important new works that have taken their place in the chamber music canon and on CD. Our immersive educational residency for string players, pianists and vocalists, Berkshire High Peaks Festival, is held in the summer.

Close Encounters with Music

Location

- Performance spaces in the Berkshires, Massachusetts, and work from home

Industry

- Music

Please email resume: cewmusicinfo@aol.com