Executive Director
Stanford Live and Bing Concert Hall

THE INSTITUTION

As a premier presenter in the San Francisco Bay Area and visible component of Stanford University’s commitment to the arts, Stanford Live presents a wide range of the finest performances from around the world, fostering a vibrant learning community and providing distinctive experiences through the performing arts. Stanford Live’s home is the stunning Bing Concert Hall, which opened in January 2013 and is transforming the practice, study and experience of the performing arts on the Stanford campus. Designed by Ennead Architects with acoustical design by Yasuhisa Toyota of Nagata Acoustics, Bing is recognized as one of the finest concert halls to be found on a university campus. It is also a sought-after showcase for student performances and serves as one of the primary venues for the Department of Music. In addition to Bing, Stanford Live presents performances in larger venues across the campus including Memorial Auditorium, Memorial Church and Frost Amphitheater.

Stanford Live offers more than 60 programs each year representing a wide range of genres including chamber, symphonic, vocal/choral, jazz and world music, as well as dance, theater and newly commissioned works. Its reach extends throughout the campus and encompasses a deep engagement with the surrounding community.

Its Live Context: Art + Ideas series was launched in 2014 to engage the performing arts with research and teaching on campus and to connect performance to the significant issues, ideas and discoveries of our time. Stanford Live embraces a wealth of collaborators and partners including Stanford academic departments and individual faculty members, students, off-campus arts institutions, and community organizations. It contributes to the University’s unique interdisciplinary investigation of the arts, which combines innovation with academic leadership in art theory and practice.

Crucially, Stanford Live supports the University’s focus on placing the arts at the heart of a 21st-century education. Over the past five years, the University has developed an arts district at the entrance to the campus that includes Bing, Frost Amphitheater, Memorial Auditorium, the Cantor Arts Center (one of the most visited university art museums in the country), the Anderson Collection at Stanford University (opened 2014), the McMurtry Building for the
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Department of Art & Art History (opened fall 2015), and the Stanford Art Gallery. In addition to these well-known buildings, there are dozens of exhibition and performance spaces on campus used by more than 100 student art groups. The next Executive Director of Stanford Live will assume leadership of a dedicated team of 19 full-time staff members, and will enjoy the engaged support and advice of a 10-person Advisory Council. Stanford Live has a balanced operating budget of approximately $7 million, comprising University support, earned income and contributed income from individuals, foundations and corporations.

From the opening of Bing in 2013 to the more recent launch of Live Context, Stanford Live has continued to evolve as a dynamic organization. The next Executive Director will be responsible for continuing this upward trajectory, taking Stanford Live to a new level of excellence and engagement.

**THE POSITION**

The Executive Director of Stanford Live and Bing Concert Hall will be a visionary leader who will continue to advance and develop the Stanford Live programming and brand ensuring that Bing and its programs reach their full potential as a vital and vibrant destination for the campus and the broader community. Serving as an arts leader for the Peninsula, Stanford Live’s Executive Director will attract and inspire a diverse and ever-expanding audience through a financially sustainable presenting program that represents artistic excellence. The Executive Director will strive to make Stanford Live a bridge between Stanford and the community, offering rich, multifaceted programming as well as opportunities for the public to be introduced to new artists and art forms and connect with artists in both formal and informal settings.

Equally important will be the Executive Director’s ability to engage students and faculty across campus. Drawing on the vast intellectual resources of the University, the Executive Director will proactively reach out to students, faculty and staff, connecting visiting artists with the life of the University and developing new collaborative programs and projects that integrate the arts and academic pursuits.

The Executive Director will be an enthusiastic spokesperson for Stanford Live and the University and will ensure that the program and Bing Concert Hall are financially and operationally sustainable today and into the future. He or she will report to the Dean of Humanities and Sciences and will work in close partnership with the Associate Dean for the Advancement of the Arts. He or she is responsible for Stanford Live and Bing’s overall management including: artistic and educational programs; front- and back-of-house operations; physical, financial and human resources; and future growth and development. The Executive Director, with the support of and in partnership with the Advisory Council and Stanford’s Office of Development,
ensures the current and long-term financial health of Stanford Live and Bing Concert Hall through a combination of committed funding from the University and creative and aggressive fundraising and earned revenue pursuits. Key institutional priorities for the incoming Executive Director include but are not limited to:

- Quickly work to establish the relationships and credibility required to be recognized as a cultural leader in the community and on the Stanford campus;
- Continue to define, sharpen and build Stanford Live’s brand as a program that is innovative and recognized above all for excellence; ensure that it continues to present a wide range of world-class programming that defines its artistic reputation and will attract and expand diverse audiences;
- Showcase Bing and capitalize on what makes it special to both artists and audiences; enhance the visitor experience with the same focus on excellence that the audience comes to expect onstage;
- Strive to create a balance of programming that serves the University and the public, developing synergies wherever possible;
- Ensure that Stanford Live programs and the Bing Concert Hall are accessible and welcoming to students; engage students in program development and Stanford Live’s operations, where possible;
- Develop collaborative working relationships with key campus stakeholders including the Department of Music, the Department of Theater & Performance Studies, and potential collaborators across campus including the Director of the Cantor Arts Center and faculty in non-arts disciplines;
- Supervise, recruit as needed, and retain a highly qualified and motivated professional staff; unify and empower the team; hold individuals accountable for specific and collective performance; maintain morale and provide direction;
- Develop operational protocols based upon the guiding tenets of transparency and open communication;
- Develop collaborative and close relationships with members of the Stanford Live Advisory Council and find ways to inspire them so that they invest their best ideas, efforts, resources and contacts;
- Serve as an enthusiastic and highly visible ambassador and fundraiser for Stanford Live, the Bing and the arts at Stanford; proactively assume leadership of a multifaceted fundraising effort that reaches new supporters, solidifies relationships with existing ones, and builds community and trust along with financial security;
- Fully understand Stanford Live’s business model and continually refine and improve its sustainability going forward while never compromising on excellence in support of its mission; know the financial impact of programming choices and mitigate risk through fundraising and sponsorship; be creative and entrepreneurial in pursuit of additional earned income opportunities;
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• Participate in the ongoing and exciting conversations around the redevelopment of Frost Amphitheater to ensure that its potential as a key venue for Stanford Live might be realized;
• Build relationships with other presenters and cultural leaders in the region that may lead to beneficial partnerships for Stanford Live.

THE PERSON

The Executive Director will be an experienced leader and administrator with presence and stature in the performing arts. He or she will also have:

• Deep experience and recognized leadership in the music world, including a strong and broad-based network and the ability to leverage those connections to build Stanford Live’s programs in transformative ways;
• Strong interpersonal and leadership skills; decisiveness, confidence, and an ease and empathy with others; ability to build trust in audiences, donors and University leadership;
• Demonstrated success as an enthusiastic and accomplished fundraiser with individuals, foundations and corporate sponsors;
• An appetite for and prior success with collaborations and partnerships on a university campus and/or with external partners;
• Intellectual curiosity; the ability to capitalize on Stanford’s rich academic and institutional resources;
• A track record of success leading a complex organization with multiple stakeholders and known for quality and excellence;
• Proven ability to recruit, organize and retain key staff;
• Creative marketing savvy with the ability to both plan and execute campaigns and initiatives;
• The ability to carefully manage financial operations and a state-of-the art facility;
• Experience energizing and engaging a board;
• Comfort with technology and emerging digital platforms;
• Excellent writing and communication skills;
• A track record of coalescing others around objectives and their successful implementation.

Please send applications or nominations to
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