



Director of Development
Martha Graham Dance Company
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Martha Graham Dance Company seeks a strategic, relationship-driven Director of Development to lead and strengthen philanthropy at a catalytic moment in the organization's celebrated history.

About Martha Graham Dance Company



Founded in 1926, Martha Graham Dance Company is internationally recognized for stewarding the revolutionary legacy of Martha Graham and advancing the art of modern dance through performance, education, and community engagement.

Now entering its second century, the Company continues to present Graham masterworks – as well as commissions by today's leading choreographers – to audiences in New York City and around the globe.

Alongside the Company's acclaimed performances, the Martha Graham School nurtures the next generation of dancers and creators by providing world-class training to ensure Graham's technique and philosophy continue to shape the future of dance worldwide.

2026 marks Graham's centennial, which culminates this spring with a week of performances at New York City Center, a gala at The New York Public Library, and relocation to a new, purpose-built home in Times Square that will expand capacity for rehearsals, classes, and convenings.

For more information about the Company and the School, please visit www.marthagraham.org.

To learn about Graham's commitment to diversity, equity, and inclusion, click [here](#).

About Philanthropy at Martha Graham Dance Company

Revenue growth is essential to sustaining and advancing Graham's artistic and educational work. In FY25, the organization secured ~\$2.7M in earned revenue, driven largely by performance, touring, and School tuition. Contributed revenue totaled ~\$3M, with two-thirds coming from individual donors and events and one-third via institutions.

The Company benefits from 100% participation in giving by its engaged 16-member Board of Trustees, along with support from a broad base of individual and institutional donors inspired by Graham's artistic excellence and cultural impact.

As part of its 100th anniversary, Graham is advancing a multi-phase campaign – *GRAHAM100: The First and the Future*. Phase I is nearing completion, with a \$10-million goal that includes \$8 million to secure and build out the new facility in the Paramount Building and \$2 million to seed an endowment devoted to facility maintenance and upgrades. Phase II is under discussion and is expected to prioritize the School and additional endowment growth.



A 5-year Strategic Plan is also underway, with early work initiated this fiscal year. Leadership expects a strong working draft to be available soon and the Plan to be finalized in spring 2026.

Together, these initiatives create a compelling platform on which to catapult philanthropy. The Director of Development will leverage Graham's momentum by deepening relationships with longtime champions, broadening the circle of engaged donors, and translating the power of the work on stage and in the studio into sustained, mission-aligned investment.



About the Position

A key member of Graham's five-person Senior Team, the Director of Development (DoD) will serve as a strategic organization-wide leader, a hands-on fundraiser, and a visible ambassador within the community.

Reporting to the Executive Director, the DoD will design and execute an integrated fundraising strategy aimed at significantly increasing major gifts and Patron-level support, progressing campaign priorities, fortifying institutional support, and engaging new donors of all kinds.

The Board of Trustees is generous and eager to prioritize fundraising, and many members welcome a clearer path for introducing prospects and participating in thoughtful cultivation. The Director will coach and support Trustees by facilitating activation of their networks while respecting different comfort levels

and styles. In partnership with the Executive Director and Board leadership, the DoD will also play a critical role in Board development by helping to identify and recruit new Trustees who bring philanthropic capacity, influence, and commitment to Graham's future.



The Director will supervise a small team of 2.5 members. They will mentor a skilled and enthusiastic Development Associate (focused on donor engagement and events), partner with a long-tenured Director of Development Operations (who cultivates and stewards foundation, government, and certain corporate relationships), and co-manage a beloved Partnerships Coordinator (whose duties are split between Development and Marketing).

This is a New York City-based role with hybrid flexibility. Candidates who thrive in close-knit, all-hands environments and who bring diplomacy, initiative, and a valuable external perspective will be well-positioned to succeed.

Key Responsibilities

Fundraising Strategy and Campaign Leadership

- Develop and execute an integrated fundraising strategy across all revenue categories that is aligned with organizational priorities and the emerging Strategic Plan.
- Partner with the Senior Team to advance GRAHAM100 goals. Support completion of Phase I and preparation for Phase II. Help strengthen the case for support and donor-facing messaging.
- Work with the Development Team to set clear targets, metrics, and reporting that enable leadership to track progress, prioritize effort, and communicate impact.

Major Gifts and Individual Giving

- Manage a portfolio of major and leadership donors and prospects, with an emphasis on securing five-, six-, and seven-figure gifts.
- Strengthen and grow the Patron Program and \$5K+ sponsorship offerings. Introduce fresh approaches to discovery, cultivation, renewal, and upgrades.
- Collaborate closely with the Martha Graham School to increase Development visibility and philanthropic engagement among parents, students, and alumni.
- Develop tailored proposals and materials that connect donors to Graham's artistic vision, educational impact, and long-term priorities. This work includes repertory preservation, new commissions, and access initiatives.
- Deliver high-touch stewardship that makes supporters feel seen, valued, and connected to the work.

Board Partnership and Governance

- Partner with the Executive Director and Board leadership to activate trustee networks by offering a clear and respectful pathway for introductions, cultivation, and solicitation.
- Provide coaching and tools that build confidence among Trustees who are newer to fundraising and align assignments with each member's strengths and comfort.
- Maximize the Artistic Director's participation in donor cultivation.
- Play a critical role in identifying and recruiting new Trustees who bring philanthropic capacity, influence, and commitment to Graham's future.

Events and Donor Engagement

- Leverage a robust calendar of donor engagement that includes 20+ studio cultivation events annually and a yearly gala. Use these moments to deepen relationships and generate results.
- Partner with colleagues and consultants on gala strategy, sponsorship, guest cultivation, and follow-up, with attention to both revenue and long-term donor growth.
- Share responsibility for ensuring Development presence around the Company's New York season each spring, 10-14 Graham Studio Theater events and occasional touring opportunities. Focus effort where donor impact is highest.
- Use performances and behind-the-scenes access as central cultivation tools, as many supporters deepen commitment once they experience the work in person.

Team Leadership and Collaboration

- Direct and mentor the Development Team. Set clear priorities and create a supportive, accountable environment that reflects Graham's values.

- Partner across the senior team in close collaboration with artistic, marketing, finance, and School leadership. Ensure fundraising is integrated and communications are aligned.
- Guide continuous improvement in Development systems and processes, in partnership with staff who manage day-to-day operations. Graham is open to evaluating its CRM platform (currently Salesforce) as the program scales.



Key Qualifications

- Passion for the performing arts and appreciation for Martha Graham's legacy and the advancement of contemporary dance.
- 5+ years of fundraising leadership experience with a record of success in major gifts and a commitment to best practices.
- Relationship-driven approach that builds genuine connections and helps supporters feel seen, valued, and inspired to invest.
- Proven track record of securing major gifts from individuals at the six-figure level and growing support during times of organizational transformation.
- Campaign experience, ideally including a capital or comprehensive campaign with endowment components.
- Experience partnering with executive leadership and Boards to advance fundraising goals. Comfort coaching Trustees with confidence and tact.
- Management experience and a collaborative approach to working with colleagues across departments.
- Demonstrated ability to build bridges across constituencies.
- A proactive communication style and the diplomacy to build consensus in a close-knit environment.
- Highly organized, detail-oriented, and comfortable managing multiple priorities.
- Exceptional written, verbal, and interpersonal communication skills.
- Familiarity with New York City's philanthropic landscape and the performing arts funding environment preferred.
- Experience utilizing donor database software and Microsoft Office Suite to advance development activity.
- Ability to work evenings and weekends as needed. Some travel may be required.

Compensation

The salary for this position is \$125,000-\$150,000 per year, commensurate with experience.

All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.

To express interest, please submit your cover letter and resume in confidence [here](#).

For more information, please visit
www.developmentguild.com.



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Development Guild DDI

About Development Guild DDI

For 45 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. We have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.