**Position:** Chief Advancement Officer

**Organization:** Lubbock Entertainment and Performing Arts Association (LEPAA)

**Department:** Advancement

**Reports To:** CEO Position

**Type:** Full-Time/Exempt

**Location:** Office/Hybrid

**Position Summary:**

LEPAA is seeking a visionary Chief Advancement Officer (CAO) to lead our advancement efforts, encompassing a dynamic and integrated approach to fundraising, marketing, and strategic partnerships. This executive role involves overseeing comprehensive fundraising strategies, including managing relationships with grants and foundations, and spearheading the design and execution of the Premium Seat License (PSL) program. The CAO will foster effective collaboration with Buddy Holly Hall staff, ASM Global, and other key stakeholders to further LEPAA’s mission and enhance its impact on the performing arts community in Lubbock and beyond.

**Essential Duties and Responsibilities**

* **Strategic Fundraising Leadership:** Develop a cohesive advancement strategy to encompass major gifts, corporate sponsorships, planned giving, and expand grants and foundation relationships.
* **Grants and Foundation Relationship Management:** Cultivate and enhance partnerships with foundations and grant-making bodies, managing the grant lifecycle from application to reporting.
* **Preferred Seat License (PSL) Program:** Oversee the successful implementation and growth of the PSL program, optimizing revenue opportunities while ensuring donor satisfaction.
* **Collaboration and Partnership:** Collaborate closely with Buddy Holly Hall staff and ASM Global to align fundraising and marketing efforts with operational goals and community engagement objectives.
* **Marketing and Brand Development:** Lead initiatives to elevate LEPAA’s brand, integrating development and marketing strategies to bolster the organization’s visibility and support base.
* **Team Leadership and Development:** Mentor a high-performing advancement team, setting clear goals and employing data-driven strategies to gauge success.

**Qualifications**

* **Minimum:** Bachelor’s or Master’s degree in a relevant field, with significant leadership experience in advancement, nonprofit management, fundraising, and partnership development.
* **Preferred:** Experience with performance venues, experience with capital campaigns, and a robust network in the philanthropic community, especially in arts and culture.

**Work Environment/Other**

This position offers a hybrid work model and requires flexibility for some evening and weekend commitments, essential for shaping LEPAA’s future and the cultural scene in Lubbock.

**About the Organization**

LEPAA, a 501(c)(3) nonprofit, is dedicated to enriching the cultural and artistic life of Lubbock and the surrounding region. Through The Buddy Holly Hall of Performing Arts and Sciences and its collaboration with ASM Global, LEPAA seeks to create a vibrant community where the arts thrive.

**About Buddy Holly Hall**

Buddy Holly Hall of Performing Arts and Sciences stands as a beacon of artistic and cultural engagement in Lubbock. This state-of-the-art facility, managed in partnership with ASM Global, hosts a diverse array of performances, educational programs, and community events. Designed to honor the legacy of rock ‘n’ roll legend Buddy Holly, the Hall serves as a hub for the performing arts, enriching the cultural life of the South Plains region.

**About Lubbock, TX**

Lubbock, Texas, known as the “Hub City,” is the economic, educational, and cultural heart of the South Plains. With its rich musical heritage, vibrant arts scene, and dynamic community spirit, Lubbock offers a unique blend of traditional values and contemporary innovation. Home to Texas Tech University, Lubbock boasts a lively student population, extensive educational resources, and a strong sense of community, making it an ideal place to live, work, and play.

**To Apply**

Submit a resume and cover letter highlighting your advancement, grant management, and partnership experience to [Insert]. LEPAA is an equal opportunity employer, committed to diversity and inclusion.

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