

# **Santa Barbara Symphony seeking General Manager Job Posting**

The [Santa Barbara Symphony](#) in Santa Barbara, CA is seeking a dynamic and experienced General Manager to join our team.

## **POSITION SUMMARY**

The General Manager is a key member of the senior leadership team working with the Music Director (MD) and President and CEO in executing the artistic vision of the organization.

The General Manager will have overall management responsibility of artistic planning and administration, artist and concert budget, orchestra operations and production, orchestral personnel, contract negotiations, artistic event management and oversight of all Santa Barbara Symphony Education programs.

The successful candidate has a passion for the classical music industry and programming and will help to produce creative and innovative programming to meet the needs of audiences for today and the future.

The culture of the Santa Barbara Symphony is one in which team members are empowered to work independently and collaboratively while being accountable and results-oriented. You will work with a team of highly functioning professionals who work independently and collaboratively with the staff, President & CEO, Board and volunteers

## **PRINCIPAL DUTIES AND RESPONSIBILITIES**

### **Concert Production**

- Responsible for all aspects of concert production including stage set-up and presentation, lighting, sound, stage crew and technical enhancements
- Plan production for all rehearsals and performances; source rental equipment as required (lights, music stands, instruments, etc.) and supervise stage crew
- Oversight of orchestra personnel, along with the Personnel Manager and all library and music matters
- Plan and produce all aspects of non-subscription concerts and special events sold concerts involving the symphony; set up for any donor events that have an artistic element
- Plan and produce Family or Educational concerts including Concerts for Young People

### **Artistic Planning**

- Execute the artistic vision of the MD, the President & CEO and the Artistic Advisory Committee; planning is ongoing and fluid with deliverable dates that insures the Symphony maintain its marketing objectives
- Plan and schedule for the subscription series and non-subscription concerts, artistic program including negotiating fees and contracting of all soloists and guest conductors
- Knowledge of best practice, successful programming and guest artistic and potential collaborations is necessary to be successful.

### **Education Programs**

- Oversight and management of Music Education Center activities, concerts, timelines, budget, & committees, including strategic planning
- Additional oversight of community engagement which includes the music van, the design and implementation of Concerts for Young People
- Work with the Development department in meeting with donors and foundations, creation and execution of fundraising activities and marketing materials

## **Auditions & SBS Musician Contract Administration/Negotiations**

- Coordinate with MD, Personnel Manager, and SBS Musicians to ensure the recruitment of the most qualified orchestra musicians; assure auditions are publicized, planned and managed in a timely and professional manner, all on-site logistics during actual audition days
- Primary staff contact with musicians, with Personnel Manager in administration of the CBA; works with the MD and PM to monitor SBS Musician performance in disciplinary situations
- Develop a master calendar for each season

## **QUALIFICATIONS**

- Bachelor's degree is required, preferably in Music, Music Business or Music Education; Master's degree in Music is a plus
- Minimum 5 years of experience in symphony orchestra operations management
- Knowledge of the Classical Music Industry including keeping up with current trends is required
- In depth knowledge of orchestra programming, production and staging
- Experience with developing and managing budgets
- Strong understanding of interpersonal dynamics
- Superb written, verbal, management and organizational skills

## **TOP 100 BEST PLACES TO LIVE**

One of most beautiful cities in California, Santa Barbara has the arts and culture of a big city with the hospitality and charm of a small, coastal town. Beyond the city's picture-perfect scenery, Santa Barbara is a haven for classical music lovers, hosting several performing arts venues, a symphony orchestra, and many non-profit classical musical groups. The art galleries, world-class museums, and historic theaters create a thriving arts scene in downtown Santa Barbara, ranked as one of the Top 100 Best Places to Live.

**To apply to this position**, please submit your cover letter and resume to Kevin A. Marvin, President and CEO at [jobs@thesymphony.org](mailto:jobs@thesymphony.org). Please specify you're applying to General Manager position at the Santa Barbara Symphony.