



PIG · IRON

**Position: Managing Director**

Classification: Full-time, exempt; eligible for benefits after 30 days

Reports to: Board of Directors

Salary range: \$65K-\$70K

Apply to: [mdsearch@pigiron.org](mailto:mdsearch@pigiron.org)

Pig Iron seeks a Managing Director (MD) to bring strong leadership, management acumen, and vision to its artistic and educational programs. Pig Iron is an incubator and producer of experimental performance work and also runs a 2.5-year MFA program in devised theater, in partnership with University of the Arts. The MD will, in collaboration with the founding Co-Artistic Directors, be the chief strategic, financial, and operational leader for Pig Iron as we re-examine our models for creating work in multiple disciplines and train the next generation of adventurous makers of hybrid performance.

Prior experience in the performing arts is preferred. However, Pig Iron is at a moment of transition in which our core artists and the graduates of our training program are expanding into recorded and digital media as well as adjacent performing arts contexts – ranging from cabaret to comedy to immersive/game-based performance. We are seeking a leader with an expansive vision who will reposition the company as a leader in innovative creation processes across disciplines, both live and digital.

**Position summary and essential duties and responsibilities**

The MD is jointly responsible with the Co-Artistic Directors (ADs) for planning, organizing, motivating, directing and managing Pig Iron to bring alive the organization's mission: "to expand what is possible in performance by creating rigorous and unusual ensemble-devised works; by training the next generation of daring, innovative theatre artists; and by consistently asking the hardest questions, both in our art and in its relation to the world around us."

The MD is the financial, strategic and operational leader for PITC balancing the needs of both the school and the programming and leading the company's full-time administrative staff of eight.

The Pig Iron Managing Director:

- Develops and manages organizational policies in such key areas as operations, fundraising, finance, and budgeting
- Directs administrative operations including the hiring, supervision, and management of the 8-person administrative staff
- Manages and monitors overall financial operations, including preparing the annual budget, and developing a strategy to ensure financial stability
- Collaborates on, and then implements, the company's current long-term strategic planning process to pivot towards a more expansive vision of art-making and training
- Leads the organization through a review of its policies and practices to ensure and communicate a commitment to diversity, equity, and inclusion
- Manages the new Digital / Film / Interactive (DFI) initiative, a yearlong strategic program that aims to position Pig Iron's devising methodology in the creation and development of new digital media projects and partnerships
- Manages partnership with University of the Arts for MFA and Certificate Programs
- Manages partnerships with universities and presenters for Pig Iron's tours, commissions and residencies
- Oversees development program to ensure success in annual fundraising efforts and special events calendar including the annual benefit
- Oversees marketing and public relations
- Maintains active communication with the Board of Directors, stewarding relationships and leveraging Board skills and talents for the organization
- Cultivates potential civic and economic partners to increase revenue, find new supporters, and reach new audiences

**Qualifications**

The ideal candidate will be innovative, entrepreneurial, courageous, and organized, with a knack for raising money and communicating ambitious ideas. The candidate must be comfortable with uncertainty and enjoy engaging with a wide range of people to build effective partnerships, mobilize artistic and social resources to advance the organization as a community partner in a way that sustains the ability to function and serve.

Qualified applicants will have strong written and oral communication, financial, marketing, and computer skills, along with a strong background in arts leadership and administration. They will have at least four years of professional experience managing budgets and projects. Candidates must have experience in fundraising and community building.

Other qualifications include:

- Administrative and management experience in theatre or other not-for-profit arts organizations
- Demonstrated experience with fundraising as well as earned revenue streams
- Exceptional project management skills and experience
- Producing experience, ideally in live performance / narrative creations, but with an interest in other forms
- Dedication to the principles of equity, diversity, and inclusion
- Knowledge of budgeting, reading and preparing financial reports, and negotiating contracts
- Demonstrated leadership and success in managing administrative, financial, and operational functions in a non-profit arts organization, preferably a performing arts organization
- Ability to problem-solve and negotiate with diplomacy and tact
- Sound judgment and decision-making skills
- Passion for adventurous and unconventional art-making and process
- Familiarity with pandemic-era challenges and adaptive strategies in not-for-profit arts organizations, preferably in the performing arts

### **Application procedure**

Pig Iron Theatre Company is an equal opportunity employer. We value a diverse work force and an inclusive culture. We encourage applications from all qualified individuals without regard to race, color, religion, gender, sexual orientation, gender identity or expression, age, national origin, marital status, citizenship, disability or veteran status. Pig Iron Theatre is a 501(C)(3) non-profit organization.

The application deadline is **July 7,2022** or until the position is filled. The projected hiring date is Summer/Fall 2022 with a start date no later than November 1, 2022. Qualified candidates are invited to **submit a cover letter and a résumé**. Send only PDF attachments, no web links, to: [mdsearch@pigiron.org](mailto:mdsearch@pigiron.org) with “Managing Director” in the subject line.