

# MANAGEMENT CONSULTANTS FOR THE ARTS

**Len Alexander – Gregory Kandel – Louise Kane – David Mallette – Christy Wall**  
Bill Appleton – Diane Frankel – Jason Palmquist – Stephen Richard – Jonathan West

## **POSITION DESCRIPTION**

### **Managing Director of the Pittsburgh Playhouse/Director of the Center for Entertainment Management Point Park University Pittsburgh, PA**

Point Park University seeks a dynamic leader to fulfill the functions of Managing Director of the Pittsburgh Playhouse and Director of the Center for Entertainment Management (MD/CEM). This new position will be integral in realizing the potential of the new Playhouse and bringing to life the work of the new Center for Entertainment Management. The MD/CEM will be the bridge between the Playhouse and the University. The position requires a person with both flexibility and the leadership skills to work between the Playhouse, the CEM and the rest of the University.

### **About the Pittsburgh Playhouse, the Conservatory of Performing Arts, and the Center for Entertainment Management**

Located in the heart of one of the most livable cities in the US, Point Park University, recently listed as a 2018-2019 college of distinction, is a vibrant, urban campus located at the periphery of historic Market Square in downtown Pittsburgh, with an enrollment of approximately 4000 full and part-time students in more than 50 areas of academic study.

The departments of Theatre, Dance and Cinema Arts compose the Conservatory of Performing Arts, which houses 875 students majoring in at least one of 17 degrees. The Center for Entertainment Management (CEM) will produce graduates who will thrive professionally and become industry leaders. As one of the top programs of its kind in the nation, the conservatory combines real-world experience and rigorous training with internationally recognized master teachers, directors, producers, writers, and choreographers. The University's prestigious and nationally recognized Conservatory of Performing Arts, now operating within a brand new \$60 Million Theater Arts complex containing 3 performance venues and a professional sound stage, combines three disciplines into a Conservatory that produces hundreds of new professional-level graduates every year. Working with the students at Point Park University, you will help cultivate the next generation of award-winning artists.

The vision behind the CEM is to prepare the next generation of entertainment leaders and be a collaborative leader in experiential learning. Among the aspirations for the CEM is to:

- **Integrate** industry partners as ongoing collaborators in bringing product and practices to the entertainment market;
- **Leverage** the region's entertainment potential with new productions, new artists, and new resources in finding solutions for the industry on a national and international scale;
- **Be a collaborative leader** in experiential and integrated learning for higher education and the industry;
- **Prepare** the next generation of entertainment leaders and entrepreneurs;
- **Establish** a comprehensive educational model that partners with community and national connections;
- **Host** a national convention inviting industry executives to share best-in-class practices and provide continuing learning opportunities.

### **Pittsburgh, Pennsylvania**

Located at the confluence of the Allegheny, Monongahela, and Ohio Rivers, Pittsburgh is one of America's most livable cities, and in recent years has become a hotbed of innovation in the healthcare and technology arenas. Some 177,000 people work in Pittsburgh's tech-related industries, and their ranks continue to grow. Low cost of living, networking opportunities, and an innovative and devoted community make the city appealing to entrepreneurs, corporations, and artists alike. Pittsburgh's restaurant scene is booming and Zagat's named Pittsburgh its top food city in 2015. Through the efforts of the Pittsburgh Cultural Trust and other passionate cultural devotees, the cultural sector has blossomed with thriving venues for music, dance, theater, and performance art in the heart of Downtown and throughout the city. There are a number of world-class museums, music festivals and theaters. A city full of energy and pride, Pittsburgh is a thriving city rich with history and plenty to see and do.

## **POSITION AND RESPONSIBILITIES:**

### **Reporting**

The MD/CEM reports to the Provost and the Senior Vice President for Academic and Student Affairs and works collaboratively and very closely with the Artistic Director/Dean of the Conservatory of Performing Arts. These two positions are co-equal and have the same reporting structure.

In collaboration with academic and artistic leadership of the University, and the AD/Dean, the Managing Director of the Pittsburgh Playhouse develops and implements the Center for Entertainment Management by creating long- and short-term strategies to partner students with industry professionals, creating a pipeline of fully prepared graduates to step into professional roles. This position oversees operations of the University's new Pittsburgh Playhouse, working with faculty and staff in this learning laboratory to create opportunities for students throughout the University to engage in hands-on professional education. The Managing Director of the Pittsburgh Playhouse will be responsible for promoting the new Pittsburgh Playhouse as a

regional arts facility that will produce revenue for the University. This position operationalizes the artistic and academic vision into practical initiatives that are student-centered and fiscally responsible. The Managing Director of the Pittsburgh Playhouse oversees the staff responsible for productions (theatre, dance, cinema) on campus.

### **RESPONSIBILITIES:**

- Grow the utilization of the spaces until optimal capacity is reached.
- Foster dedication to delivering a quality experience for students.
- Exemplify a positive attitude toward diversity on campus.
- Fostering a culture of excellence and working for continuous process improvements in all areas.
- Generate earned revenue through rentals and presenting opportunities, as well as through philanthropic support.
- Develop and maintain professional relationships, regionally and nationally.

### **QUALIFICATIONS:**

- Master's degree in business, arts management, or related field preferred. Terminal degree preferred but not required.
- Five or more years of experience in an entertainment leadership role, preferably as Managing Director or Assistant Managing Director with demonstrated achievements in this role.
- Professional relationships in the arts and entertainment field.
- Demonstrated ability to stay relevant with changing trends in the arts and entertainment field.
- Demonstrated business acumen with budgetary experience and strong management capabilities.
- Experience generating earned revenue through rental and presenting opportunities as well as through philanthropic support.
- Commitment to creating an expanding culture of equity, diversity, and inclusion.
- Exceptional communication skills – both speaking and writing – with a strong ability to act as a public ambassador for the University's Center for Entertainment Management.
- Demonstrated flexibility to be able to effectively interact with and support a varied population, including faculty, staff, and students.

### **PROCEDURE TO APPLY:**

Stephen Richard of Management Consultants for the Arts is the consultant leading this search. Interested and qualified candidates are encouraged to submit in complete confidence a cover letter, resume, and four professional/academic references to the consulting firm retained to

conduct the search. The letter of no more than 1½ pages should describe why this post is attractive to the applicant and what about them and their work makes them a potentially strong contributor as a leader of Point Park University. Application materials should be sent electronically – Word or .pdf only, please – with the applicant’s name included as part of each file name utilizing our online application system. Once all your materials have been submitted online, you will receive a confirmation of your submission via the email address you have provided in the application. For clarification on any of this information, please contact Christy Wall at [cwall@mcaonline.com](mailto:cwall@mcaonline.com).

Submissions should be made through Management Consultants for the Arts’ website at: <https://www.mcaonline.com/searches/managing-director-point-park>

*Point Park University very much encourages applications from women and from people of color.*