



CutTime Productions, LLC
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CUTTIME PRODUCTIONS, LLC IS SEEKING A MANAGING PARTNER

For nearly a quarter-century CutTime Productions has been at the forefront of demystifying classical music for non-traditional audiences. With collaborations ranging from the Detroit Symphony Orchestra to convening community based ensembles around the region, CutTime is a hybrid in its truest form. We are tour organizers, music publishers, club event hosts, and missionaries who open hearts and minds for the love of instrumental, classical music. We are leading symphonic music into the entertainment ecosystem.

Organizationally, we are in a period of growth, also in the hybrid space of charitable, commercial and social enterprises. We bring in earned income, encourage paid sponsorships and also cultivate and secure corporate, foundation and funding from individuals and cultural impact investors. We are deeply inspired and inspiring, and want to take our prototypes to broaden audiences locally and regionally. Are you the right person to take us on our next crescendo?

MANAGING PARTNER

The next managing partner for CutTime® need not be a great musician, but be a creative magician in balancing fundraising, financial monitoring, business development, marketing and sales. Love of our mission is most important, however this role is purely entrepreneurial and represents an opportunity for a true 21st century leader to grow personally and professionally.

Our business model combines a split of negotiated earned revenue (concert and club bookings, grant projects, corporate sponsorships, sheet music sales, recordings, royalties, subscriptions, consultations, public speaking and instruction), and unearned revenue (donations, investments). We are open to other creative financial approaches to help fuel CutTime's growth.

In collaboration with other senior staff, the MP is responsible for providing the long-term strategic vision of future business growth and objectives.

MANDATORY SKILLS SETS

- A proven track record of having grown a small to medium sized business, nonprofit, or social enterprise
- Grantwriting successes with local, regional and national foundations, especially in the arts, OR major sponsorship successes with companies and corporations, OR a major success at corporate branding
- A knowledge base of trends in the corporate social responsibility arena and track record in securing funds from corporations
- A proven track record of “moves management” fund development, with an emphasis on securing annual operational gifts, major gifts and even planned gifts
- Be an excellent, creative, and concise writer
- Human resources background, including the hiring/firing of employees
- Volunteer recruitment and retention background, preferably in an arts organization or business
- Fluent in Microsoft Office Suite, Google platforms, and Quickbooks (or equiv.).

PROFESSIONAL QUALIFICATIONS

- A bachelor’s degree or higher preferred
- Five or more years of senior nonprofit management, music sales, or related business experience
- Hands-on budget management skills
- Development and execution of a successful business growth plan
- Ability to interface and engage diverse volunteer, business and sponsor groups
- Strong personal presence and comfort in public speaking
- Strong administrative skills
- Business ethics with an emphasis on confidentiality
- Familiarity with and respect for musicians’ unions and labor laws
- A commitment to diversity and inclusion in the workplace and in the community
- A time-honed sense of humor and irony

SALARY AND BENEFITS

- Salary and benefits commensurate with experience