

# EXECUTIVE SEARCH

## POSITION SPECIFICATION

<b>ORGANIZATION NAME:</b>	Music for All
<b>POSITION TITLE:</b>	President and Chief Executive Officer
<b>REPORTS TO:</b>	Board of Directors
<b>LOCATION:</b>	Indianapolis, IN

## THE ORGANIZATION:

Music for All is a national music education nonprofit organization on a mission to create, provide and expand positively life-changing experiences through music. It is one of the largest and most influential national music education organizations in the United States and has been providing educational and performance programs and events for school music programs since it was founded in 1975.

Music for All programs are recognized nationwide as an engaged partner in music education for secondary school instrumental music programs. The organization serves more than 600,000 music students, families and music teachers annually, and has served more than 1.7 million music students through its Bands of America and Music for All programs.

Music for All is unique in that it combines programming at a national level with research, advocacy and awareness campaigns. They believe that music and arts education is core to students' education and must be available to all students. Their programs support the efforts of music teachers at the high school and middle school levels, as well as provide positive life-changing experiences for students.

Music for All is committed to expanding the role of music and the arts in education, heightening the public's appreciation of the value of music and arts education and creating a positive environment for the arts through societal change. Working with leading national authorities and other non-profit organizations, Music for All invests resources and personnel in projects that

expand across public school music and arts programs, research and advocacy and public awareness efforts to support music and arts education.

For more information, please visit: <https://musicforall.org/mission/>

## **POSITION OVERVIEW:**

The President & Chief Executive Officer (CEO) will serve as the strategic and operational leader of Music for All, responsible for advancing its mission, strengthening its financial sustainability, and expanding its impact in music education. The CEO will provide visionary leadership, organizational oversight, and external representation to ensure MFA's continued growth and impact.

Reporting to the Board of Directors, the CEO will work collaboratively with staff, educators, donors, corporate partners, and other key stakeholders to elevate MFA's role as a national leader in music education, advocacy, and programming. The CEO will also be responsible for fostering a high-performing, collaborative culture, ensuring long-term financial health, and driving innovation in music education access, event programming, and organizational strategy.

The MFA staff is approximately 40, but the organization also relies on a vast network of contractors and volunteers that number in the thousands to deliver their high-quality events. MFA's annual budget is approximately \$13-15 million.

## **KEY RESPONSIBILITIES**

### Strategic Leadership & Vision

- Identify and pursue new opportunities for growth, partnerships, and innovation that align with the strategic plan and expand MFA's reach and impact.
- Serve as the chief spokesperson and thought leader, elevating MFA's brand, visibility, and national presence.
- Provide inspirational leadership and effective management of the MFA staff and a broad network of consultants, contractors, volunteers, and stakeholders.
- Lead development, execution, and periodic update of a forward-thinking strategic plan that strengthens MFA's role in music education and advocacy.

### Organizational & Financial Management

- Ensure long-term financial sustainability by diversifying and growing revenue streams, including corporate sponsorships, partnerships, fundraising, and grants.

## **KEY RESPONSIBILITIES, continued:**

### Organizational & Financial Management, continued:

- Oversee MFA’s budget, financial planning, and operational efficiencies, ensuring fiscal responsibility while investing in growth.
- Foster a culture of integrity, accountability, professional development, and excellence within the MFA team.

### Advocacy & Stakeholder Engagement

- Strengthen and expand relationships with educators, school administrators, policymakers, corporate partners, and arts organizations.
- Advocate for music education funding and policies aligned with MFA’s vision and mission at local, state, and national levels.
- Engage with students, educators, parents, and supporters to ensure MFA remains relevant and impactful.
- Serve as the voice of music education for all students, not just those who participate in MFA competitions and events. The organization must lead in representing the power of music education for all.

### Program Development & Innovation

- Enhance and expand MFA’s educational and performance programs, ensuring they remain accessible, inclusive, and impactful.
- Leverage technology, research, and industry best practices to improve program effectiveness and reach.
- Explore and implement new initiatives that address gaps in music education, particularly in underserved communities.

## **POSITION REQUIREMENTS**

The ideal candidate will be a dynamic, mission-driven leader with a profound passion for music education and a track record of executive leadership in either corporate or nonprofit, education, or related sectors. The CEO must be a thought leader, an effective revenue generator and fundraiser, and an inspiring communicator who can engage diverse stakeholders while driving organizational success.

### Additional Qualifications:

- Deep commitment to music education and its role in youth development.
- Strong financial and business acumen, with demonstrated experience in budget development and oversight, fundraising, and revenue generation.

**POSITION REQUIREMENTS, continued:**

- Exceptional relationship-building skills with corporate sponsors, donors, educators, and policymakers.
- Strong strategic planning and organizational management experience.
- Outstanding communication and public speaking abilities, capable of inspiring and mobilizing stakeholders.
- Experience in advocacy, public affairs, or working within the arts education sector is a plus.

This is a transformational leadership opportunity for a passionate, forward-thinking executive to shape the future of music education in our country. The next CEO will have the opportunity to build on MFA’s success while driving innovation, equity, and growth in music education nationwide.

**EDUCATION**

Bachelor’s degree required, master’s degree preferred.

**APPLICATION PROCESS**

Interested candidates should submit a cover letter and resume to [MFA@LochlinPartners.com](mailto:MFA@LochlinPartners.com).

**CONTACTS:**

Liza Wright  
Lochlin Partners  
Direct (703) 584-3223  
[Liza.Wright@LochlinPartners.com](mailto:Liza.Wright@LochlinPartners.com)

Pat Friel  
Lochlin Partners  
Direct (703) 584-3215  
[Pat.Friel@LochlinPartners.com](mailto:Pat.Friel@LochlinPartners.com)