

Chief Revenue Officer

BRIC

New York, NY

Salary: \$180,000 - \$200,000

BACKGROUND

About BRIC

BRIC is a leading arts and media institution anchored in Downtown Brooklyn whose work spans contemporary visual and performing arts, media, and civic action. For over forty years, BRIC has shaped Brooklyn's cultural and media landscape by presenting and incubating artists, creators, students, and media makers. As a creative catalyst for their community, BRIC ignites learning in people of all ages and centralizes diverse voices that take risks and drive culture forward. BRIC builds Brooklyn's creative future.

About the Chief Revenue Officer Role

The Chief Revenue Officer (CRO) will be responsible for driving and managing all revenue-generating activities at BRIC, encompassing both traditional fundraising and earned revenue opportunities. Reporting to the President, the CRO will oversee all development, contributed revenue, and corporate partnerships, with an additional focus on corporate sponsorships, ticket sales, and other revenue streams from events and programming. The ideal candidate will bring a balance of experience in nonprofit development leadership and corporate sales/philanthropy, helping BRIC expand its revenue portfolio and scale its impact in arts and media.

ROLE OVERVIEW

Strategic Leadership

- Lead the development and execution of BRIC's revenue strategy, messaging, and communication, integrating both earned and contributed income and traditional philanthropic funding sources.
- Collaborate closely with the President and executive team to ensure revenue goals align with BRIC's long-term vision and mission.
- Work closely with internal and external marketing and communication teams to ensure messaging is cohesive and integrated in support of revenue generation.
- Work across the organization to support various revenue and fundraising goals and initiatives.
- Develop and present comprehensive data-based revenue strategies to the organization.
- Serve as the primary liaison to BRIC's Board, fostering strong relationships and fully engaging with board members to align on revenue goals and strategic initiatives.
- Along with the President and the Executive team, liaise with BRIC's Board and assist in the identification, cultivation, and development of prospects.
- Develop and implement a plan to engage visionary supporters positioned for transformational gifts, including multi-year and legacy contributions.
- Build the foundation and strategy to drive BRIC's long-term growth through high-impact giving.

Fundraising, Philanthropy and Development

- Oversee traditional development activities, special events, and initiatives, including individual, membership, major gifts, visionary giving, annual appeals, the organization's foundation and institutional portfolio, special events, and government funding.
- Lead BRIC's efforts in securing major gifts and growing individual donor programs and pipeline, ensuring strong relationships with and engagement of high-net-worth individuals.

Corporate Sponsorship & Earned Revenue

- Grow and manage BRIC's sponsorship programs, creating robust, multi-faceted sponsorship packages for BRIC properties across the organization
- Develop new revenue-generating partnerships with tech, entertainment, and media companies that will provide a thriving revenue base for the organization.
- Optimize BRIC's ticket sales and other earned revenue strategies in support of BRIC's diverse programs
- Build and communicate a clear revenue strategy rooted in BRIC's unique mission and vision, identifying current revenue sources and highlighting areas for growth, including fee-for-service models. This role will provide a transparent understanding of BRIC's funding priorities and expense alignment to ensure sustainable growth and mission-driven resource allocation.

BRIC Consulting & New Ventures

- Lead and continue to develop BRIC's integrated revenue strategy including the development and launch of BRIC Consulting, an initiative to expand service-for-hire offerings across departments, including media. This role will build the framework and operational plan for BRIC Consulting to drive earned revenue, aligning with BRIC's strategic vision for diversified revenue streams.
- Explore and develop additional revenue opportunities through initiatives like BRIC Consulting, where BRIC looks to leverage its expertise to help external organizations with event production, media services, and other consulting engagements.
- Partner with the internal teams to package and sell BRIC's services as a model for other organizations seeking to engage audiences or enhance media production.

Team Leadership & Culture

- Lead a diverse team, including the development and corporate sponsorship staff, cultivating a culture of innovation, collaboration, and excellence.
- Mentor and support team members in building their skills and expertise in both development and corporate sales.

THE IDEAL CANDIDATE

The ideal candidate for the CRO position possesses the following competencies:

Revenue Strategy & Growth Proven experience in designing and executing comprehensive revenue strategies in a complex, multi-faceted organization.	Corporate Partnership Development Deep knowledge of corporate sponsorships, with the ability to craft attractive packages and engage high-level partners.	Fundraising Expertise A strong background in nonprofit development, including securing major gifts, foundation grants, and government funding.
Entrepreneurial Mindset Ability to identify and cultivate new revenue streams, including consulting and other service-based models.	Leadership & Communication Demonstrated leadership skills with the ability to mentor, manage, and inspire a cross-functional team.	Adaptability & Vision The ability to navigate both nonprofit and corporate environments, with a focus on long-term growth and impact.

Additional Qualifications

- Minimum ten (10) years of experience in a senior revenue generation role in either nonprofit development and/or corporate sales environments.
- Proven track record in securing major gifts, corporate sponsorships, and foundation grants.
- Strong understanding of corporate partnerships and experience developing sponsorship packages for large-scale events and programs.
- Experience leading earned revenue initiatives, such as ticket sales, consulting services, or other revenue-generating ventures.
- Excellent communication and negotiation skills, with the ability to present complex strategies and revenue goals to high-level stakeholders, including board members and corporate partners.
- Entrepreneurial spirit, with the ability to identify and implement new revenue opportunities for BRIC.
- Experience managing and mentoring a cross-functional team, fostering a culture of collaboration and performance.
- Demonstrated ability to balance long-term strategic goals with short-term revenue generation tactics.
- Ability to navigate both nonprofit and corporate environments, with sensitivity to BRIC's mission and values.
- Familiarity with the Brooklyn arts and media landscape is a plus but not required.

WHO WE ARE

Status and Location

This is a full-time, exempt role based in our Brooklyn office.

Mission & Values

BRIC is committed to building Brooklyn's creative future. We advance opportunities for visual artists, performers, and media makers. We present bold work that reflects diverse audiences and speaks to the world. We ignite learning in people of all ages. We unite Brooklyn through art and creativity to build community and make change.

COMPENSATION AND BENEFITS

Salary

The annual salary range for this position is \$180K - \$200K.

Benefits

BRIC has a comprehensive benefits package, including: paid time off, 403(b) retirement plan, pre-tax transit cards, medical flexible spending plans and more. BRIC currently pays 100% of the premium for employee medical, dental and vision coverage starting on the first of the month after two months of employment.

HOW TO APPLY

All applicants must submit a resume together with a cover letter outlining the ways in which their skills and experience align with our specific needs via our online application portal [found here on our website](#). Candidates of color and from traditionally underrepresented backgrounds are highly encouraged to apply.

BRIC is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, gender, gender identity or expression, sexual orientation, national origin, age, religion, creed, disability, military and veteran status, genetic information or any other factor which cannot be used as a basis for an employment decision.

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[Submit an application](#)