

Position Specification

Executive Director

Coral Gables, FL

January 2026





Executive Director

Reporting To	Board of Trustees through the Board Chair
Direct Reports	Business Manager, Director of Institutional Advancement, Marketing Manager, Box Office Manager
Location	Miami-Dade County

GableStage

“GableStage... continues to amaze with timely, thought-provoking productions.”

-Miami ArtZine

“GableStage, under Newport’s leadership, presents such satisfying theater.”

-ArtBurstMiami

“A theater company that exemplifies excellence for the totality of its programming.”

-Florida Theater On Stage

For over 27 seasons, GableStage has been one of South Florida’s most vital cultural institutions – known for bold programming, civic engagement, and theatrical excellence. Founded in 1979 as Florida Shakespeare Theatre, the theatre moved to its current home in the historic [Biltmore Hotel](#) in Coral Gables in 1998 and became GableStage. Since then, it has been at the cutting edge of South Florida theatre, presenting essential works by international and contemporary playwrights and producing acclaimed productions that explore themes relevant to the region’s multicultural community. The company also maintains a tradition of staging plays directly from successful Broadway and Off-Broadway runs. Notable productions in recent years include Stefano Massini’s *The Lehman Trilogy* (2024), Branden Jacobs-Jenkins’ *Appropriate* (2025), James Ijames’s *Fat Ham* (2025), and Nilo Cruz’s *Sotto Voce* (2026).

GableStage is the recipient of over 200 Carbonell Award nominations and 72 Carbonell Awards, South Florida’s most prestigious theatre honor. In 2013, the Carbonell Awards recognized GableStage with the Ruth Forman Award for major advancements in the South Florida theatre scene. Since 2021, GableStage has earned 12 Carbonell Awards, including two coveted Outstanding Production awards, and seven Silver Palm Awards. In both 2023 and 2024, GableStage was voted Best Theatre Company by *Miami New Times* and *Coral Gables Magazine*. In 2025, GableStage received *Miami New Times*’ “Reader’s Choice” Best Theatre Company award.



In addition to its robust Main Stage season, GableStage transforms lives through high-impact education and outreach programs across the community. Over the past 27 years, these initiatives have engaged more than 350,000 students in meaningful arts experiences. In the last five years, GableStage has built a dynamic education department that now reaches nearly 10,000 students annually with access-driven programs centered on empathy, literacy, and civic connection. Offered at no cost to participants, these programs form the backbone of GableStage’s public impact.



GableStage closed in spring 2020 following the death of legendary producing artistic director Joseph Adler, who had led the company since 1998, and the simultaneous emergence of the COVID-19 pandemic. One year later, GableStage's Board of Trustees embarked on a vibrant new chapter with the hiring of [Bari Newport](#) as producing artistic director. Since then, the company has experienced unprecedented growth and professional elevation, with a dramatic increase in new subscriptions that now exceed pre-pandemic levels. Thanks to a [visionary philanthropic gift](#) made by Jessie Wolfson and The Wolfson Family, in the summer of 2025 GableStage's current home was officially named as [The Wolfson Family Theatre](#). The company's extensive community outreach, distinctive roster of educational offerings and ambitious mainstage programming have cemented GableStage's reputation as a formidable leader in the field.

Poised for further exponential growth, GableStage is preparing for expansion onto the site of the former Coconut Grove Playhouse. Under an agreement approved in 2011, Miami-Dade County will build and own a new, state-of-the-art, 300-seat theater incorporating the former Playhouse's original 1927 façade; GableStage will operate the venue as its resident company and partner with Florida International University on future shared use. The new location in downtown Coconut Grove offers improved access to parking, dining, and more, enhancing the overall guest experience. Expected to open in 2027-28, GableStage is positioned to expand its programming, audiences, and civic impact for the next generation. The next Executive Director will play a key leadership role in this historic moment of growth and transformation of Miami's cultural landscape.



About Miami: a Global Cultural Capital



Annually ranked among the [World's Best Cities](#), Miami offers a lifestyle unlike any other – where cosmopolitan energy meets natural beauty. Bathed in year-round sunshine and framed by miles of pristine shoreline, the city invites an outdoor way of life. Its subtropical climate makes waterfront recreation, open-air dining, and cultural engagement accessible in every season.

Home to nearly 2.9 million residents, Miami-Dade County is among the most diverse metropolitan areas in the United States. This diversity fuels Miami's cultural vitality and has helped drive a population increase of more than 15% since 2010. In recent years, Miami has also benefited from a surge in high-income households and corporate relocations, further strengthening the region's economic base and expanding opportunities for

philanthropy and cultural investment.

Miami's commitment to the arts is unmistakable. Miami-Dade County's long-standing *Art in Public Places* initiative continues to commission significant public artworks for major civic projects, embedding art into the region's built environment. At the same time, the Miami Foundation's *Arts Access Miami* initiative is expanding arts education by partnering with schools and nonprofits to ensure every student has access to high-quality arts programming. The Knight Foundation has also transformed the community, investing more than \$217 million in Miami's arts ecosystem since 2005. Civic leaders at Partnership for Miami have reinforced this vision through the [A Miami That Works for All](#) report, which identifies arts and culture as a top strategic priority. This alignment of public and private investment and leadership underscores Miami's determination to fortify a world-class cultural infrastructure and creative economy.



The city's cultural landscape is rich and varied. Miami hosts internationally renowned institutions and events, including Art Basel Miami Beach, the New World Symphony, Pérez Art Museum Miami, the ICA, and arts districts like Wynwood and the Design District. Annual festivals and cultural programming attract millions of visitors and generate billions in economic impact. Innovative projects like the [REEFLINE](#) and [Underline](#) exemplify Miami's ability to fuse art, science, and sustainability in ways that capture global attention. Inarguably, Miami has earned its billing as a new [Cultural Capital](#).

Scope and Responsibilities

The Executive Director ("ED") will be a working partner with the Producing Artistic Director ("AD") and the Board, who together set and achieve the overall vision and strategy for the company. The ED will evaluate and refine existing financial models to ensure feasibility and sustainability. The ED will continually improve the bottom line through increased income generation and careful expense control. The ED will direct all business aspects of the company, ensuring GableStage maintains its long-standing reputation as a premier producer of theatre and deeply relevant catalyst for arts education, engagement, and expression in South Florida. Working collaboratively with internal stakeholders, the ED will safeguard the organization's long-term growth and vitality. Along with the AD, the ED will also be a key external representative and spokesperson for GableStage, engaging major individual donors, the business community, philanthropic and community partners, media and the government. In the near term, the ED will focus on the successful expansion into Coconut Grove, ensuring the project is adequately funded, the building is properly constructed, and the operational capacity of GableStage grows to the level needed to activate the venue. Overall, the ED will continually elevate and sustain the life-changing impact of GableStage on its audiences and community.

This is an extraordinary opportunity to not only shape the next era of a beloved company with a rich history, but to redefine its role as Miami's flagship regional theatre. The Coconut Grove expansion offers the ED a legacy-building professional endeavor, the effects of which will be felt across the region for generations. The ED will get to partner with a dynamic, visionary Producing Artistic Director, lead and grow a talented staff, capitalize on tremendous momentum in recent years, and will be supported by a dedicated board and philanthropic partners. Among the many exciting opportunities and responsibilities for the ED, include:

Leadership & Strategy

- Partner with the AD and Board of Trustees in setting and achieving a strategic vision that expands GableStage's reach, revenue, and relevance;
- Through collaboration, innovation, and a data-informed perspective, design and drive a comprehensive business plan that aligns artistic ambition with financial sustainability for the entire organization;
- Spearhead the transition to Coconut Grove, liaising with partners (County, FIU, legal, construction teams), overseeing the build-out, and planning and preparing for needs around budgeting, personnel, operations, and marketing.
- Design and lead a high-performing professional management team, recruiting, mentoring, and empowering talented professionals to achieve organizational goals;
- Ensure strong financial management and fiscal sustainability;
- Monitor, evaluate, and report progress toward strategic objectives, providing solutions and adjustments as needed;
- Through example, uphold GableStage values and contribute to a culture of excellence, unity, inclusion, and humanity.

Revenue Generation

- Develop and direct a successful strategy for institutional advancement, diversifying and growing contributed revenue streams;
- Develop and direct a successful strategy to optimize the earned revenue potential of the company, including developing new revenue streams outside the main season programming;
- Lead a multi-year comprehensive campaign to secure major philanthropic, corporate, foundation, and government support;



- With the support of the Board, AD, and others, personally cultivate and close transformational gifts from individuals and institutions;
- Analyze and interpret data to inform improved marketing and fundraising strategies;
- Launch and grow planned giving program.

Board & Governance

- Strengthen and engage the Board of Trustees, inspiring their active participation in fundraising and strategic governance;
- Recruit and steward board members who provide financial support, strategic guidance, and community connections;
- Ensure robust board governance and committee structures.

Eternal Relations & Advocacy

- Serve as GableStage's public champion with civic, political, and community leaders across Miami-Dade County and the State of Florida;
- Navigate public-private partnerships and secure government support;
- Build strategic relationships with key stakeholders and decision-makers;
- Elevate the company's visibility locally, statewide, and nationally.

Community & Civic Engagement

- Represent GableStage at major civic, cultural, and philanthropic events throughout Miami-Dade County;
- Build and maintain relationships with key influencers, civic leaders, and cultural sector partners;
- Attend and participate in events hosted by peer cultural organizations, community groups, and business networks;
- Cultivate strategic relationships with leaders across sectors to elevate GableStage's visibility and partnerships;
- Serve on relevant boards, committees, and civic initiatives that advance GableStage's mission and profile.

Key Selection Criteria

The Executive Director of GableStage will be a strategic and politically savvy leader – part builder, part advocate, part influencer – who can unite stakeholders, drive a comprehensive campaign to secure transformational funding, and position GableStage at the forefront of Miami's cultural life and the national theatre landscape. This individual will bring a proven track record of success in nonprofit arts management and possess an acute understanding of the unique and intricate business model of a regional theater company of this size and stature. They will be an expert partner to the Producing Artistic Director and Board in sound decision-making and demonstrate exceptional business acumen, coupled with the entrepreneurial ingenuity to navigate this moment of transformational growth. A passionate advocate for the organization, the ED must embrace the role of chief fundraiser, engaging comfortably and effectively with donors, patrons, and a broad spectrum of stakeholders. The ideal candidate will be an inspiring and motivating leader with prolific fundraising ability, a deep love and knowledge of theater, and prior experience completing eight-figure capital campaigns and/or new construction projects.

Personal / Professional Attributes

- A genuine belief in the mission of GableStage and passion for theatre's role as a civic force;
- Proven ability to drive operational excellence while balancing the artistic and business priorities inherent in every arts organization;
- Collaborative partnership committed to shared leadership with the Producing Artistic Director;



- Leadership style characterized by self-awareness, empathy, and the ability to analyze complex management and political dynamics; skilled at building a common vision and consensus among a range of stakeholders;
- Proactive and forward-thinking; exhibits a sense of urgency paired with calm, steady judgment;
- Builder mentality with entrepreneurial energy;
- Demonstrated enthusiasm and effectiveness in cultivating relationships with major donors and leading fundraising;
- Analytical approach to business development, capable of synthesizing data and making informed, calculated decisions;
- Unquestioned integrity and personal conduct above reproach;
- Exceptional communication and storytelling skills; poised and confident as the face of an organization;
- Polished, diplomatic, and emotionally intelligent;
- Indefatigably optimistic and infectiously enthusiastic;
- Cultural awareness and appreciation for working within a diverse community;
- Personal connection to Miami and/or GableStage is an advantage but not required.

Contact Information

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