

emerging leaders program

League
of American
Orchestras



*Photo Credit:
Charles Vincent McDonald*

Giuliano Kornberg

Chief Development Officer
Sacramento Philharmonic & Opera
Sacramento, California

Giuliano Kornberg is the current Chief Development Officer for the Sacramento Philharmonic & Opera, where he works with the Board of Directors and Executive Staff to create and implement the fundraising strategy of the organization. Giuliano helps oversee major donor cultivation and stewardship, coordinates direct mail, tele funding, and online campaigns, works with corporate sponsors, foundations, government entities, and other organizations on partnerships, plans special giving events such as Sacramento's Big Day of Giving and Giving Tuesday, oversees the organization's Planned Giving program, and ensures that fundraising metrics and the Raiser's Edge database are up to date and accurate. Previously, Giuliano worked for the San Jose Chamber Orchestra, helping to implement a free community concert program; the San Francisco Opera, customizing their back-end database and artist contracting procedures; and Stanford University, carrying out various marketing, event planning, stage management, and audio/video recording roles with Stanford Live, the Stanford Music Department, and the Stanford Arts Institute.

Outside his professional life, Giuliano is on the Board of Directors of the First Tee of Greater Sacramento, the Stanford Sacramento Alumni Association, and Sacramento's Council for Giving Philanthropic Group. He is an alum of the League of American Orchestras' Essentials of Orchestra Management Program (2016) and Class IX of Sacramento's Nehemiah Emerging Leaders Program. He is actively involved in Sacramento's preeminent young professional group, Metro Edge, and is a freelance musician, music teacher and tennis coach. Outside of that, Giuliano loves taking weekend trips to the beach, and will continue to promote classical music and the arts in Sacramento.