Job Title
Director of Development

Employment Status
Full Time

Employment Category
Exempt

Department
Development

Reporting Responsibility
Executive Director & CEO

Position Summary
Joslyn Art Museum seeks a Director of Development at an exciting time of growth and institutional advancement. Currently closed for a major expansion and renovation, the Museum will open the Rhonda & Howard Hawks Pavilion, designed by the internationally acclaimed firm Snohetta, in 2024. This expansion has been supported by the Evolve Joslyn Campaign, the largest campaign in the Museum’s over ninety-year history. The Director of Development will leverage this pivotal moment in the Museum’s history to revise and reimagine the institution’s membership, donor, and stewardship programs before reopening. The new Director will help lead a broad-based community fundraising effort as the final stage to Evolve Joslyn. The Museum is currently working with the highly acclaimed design firm Pentagram on developing a new brand aimed at repositioning the Museum locally and nationally. A new strategic plan is also underway that will chart a course for the future.

The Museum’s expansion is a result of transformative collection gifts, growing attendance and engagement, and a successful history of public programming and educational offerings. The Museum’s next fundraising leader will capitalize on these successes and embrace the opportunities presented by the expansion. The individual will bring the vision, drive, and creativity to reach ambitious fundraising goals with an eye toward growth, membership, principal and major gifts, planned giving, and building a strong stewardship program. The Director of Development will be a passionate advocate for the role of the Museum within the community and beyond. Serving on the executive team, this individual works closely with their colleagues and with the Board of Governors. The individual must be a highly skilled and effective fundraiser with a proven track record. The Director of Development will lead and mentor an experienced team of professionals.

Major Duties

- Provide innovative and strategic operational planning and leadership for all Museum development activities.
- Work closely with the Executive Director to be an effective partner with the Board of Governors regarding development goals.
- Identify, cultivate, and successfully solicit major gifts from a diverse group of individuals, corporations and foundations. Develop and monitor stewardship plans.
- Revise membership and giving at all levels and capitalize on the Museum’s reopening at a pivotal time of change.
• Outline a comprehensive annual development plan and calendar with clearly defined goals, objectives, timelines, and assignment of responsibilities.
• Oversee the Fundraising Events program and ensure the success and reputation of special events.
• Motivate, supervise, evaluate, and mentor a dedicated team.

Minimum Qualifications

• A bachelor's degree is required or commensurate, relevant experience; an advanced degree is desirable.
• Experience in a nonprofit organization, cultural or educational institution, or equivalent preferred, with a working knowledge of all areas within development, including major gifts, annual giving, membership, corporate and foundation giving, planned giving, campaigns, and research. Experience with arts-related organizations a plus.
• A proven record of personal achievement exceeding ambitious revenue targets, securing gifts in a campaign environment, organizing membership, and in reinvigorating existing programs.
• Exceptional planning and organizational skills. Results and detail-oriented with the ability to set and meet deadlines. Able to construct, articulate, implement, and evaluate written development plans and budgets.
• Strong financial, budgeting, and analytical skills.
• Ability to engage diplomatically and warmly with and engender the trust of donors, colleagues, board members, and other stakeholders at all times.
• Flexible and adaptable work style; manage competing demands and work independently.
• Experience in and or knowledge of the Omaha community is a plus.

Salary

Minimum Salary: $130,000
Qualifications and experience will be considered in the compensation for this position.

To Apply

Please submit a cover letter and resume via email to careers@joslyn.org. Joslyn Art Museum is an Equal Opportunity Employer and the Museum is committed to diversity and equal opportunity in its hiring. Qualified candidates of all backgrounds are encouraged to apply for this position. Joslyn offers a competitive salary and generous benefits package.

Joslyn Art Museum is a major regional resource for the collection, preservation, and interpretation of visual arts. Through its collections, exhibitions, and educational programs, Joslyn Art Museum seeks to foster appreciation and enjoyment of art for the benefit of a diverse regional and national audience.