

Nasher Sculpture Center

Director of Institutional Giving

Posted Wednesday, November 18, 2020

The Nasher Sculpture Center (Dallas, Texas) is currently seeking an experienced fundraising professional to fill the role of Director of Institutional Giving, a senior member of the Development team who will lead efforts to strategically build relationships with and solicit and steward support from businesses, foundations, and government agencies.

Reporting Relationships

The Director of Institutional Giving will report to the Director of Development, will supervise the Manager of Institutional Giving, and will work closely with the Museum Director and with the heads of other departments to support them in various fundraising activities.

About the Nasher Sculpture Center

Located in the Dallas Arts District, the Nasher Sculpture Center is a nonprofit, community-supported museum whose mission is to be an international focal point and catalyst for the study, installation, conservation, and appreciation of modern and contemporary sculpture. Since 2003, more than 2 million people have visited the Nasher's galleries and garden.

Fundraising plays an increasingly important role at the Nasher, and considerable efforts have been made in recent years to expand contributed revenue. In FY 2019 (October 1, 2018 – September 30, 2019), the Nasher's Development team raised approximately \$4.5M. The Nasher has set a goal to raise \$6M annually by FY 2024, with institutional giving playing a critical role in meeting that target.

Current sources of institutional giving-specific fundraising include:

- Corporate Membership
- Two annual fundraising events – the Nasher Prize Award Gala (and year-round programming) and The Great Create
- Major giving for exhibitions, public and education programs, facility and capital needs, and general operations

About the Director of Institutional Giving Position

The Director of Institutional Giving is responsible for leading efforts to identify, cultivate, solicit, and steward support from businesses, foundations, and government agencies.

Direct Fundraising Responsibilities

- Develop, implement, and evaluate annual plans to achieve ambitious institutional giving goals (financial and otherwise) in support of the Nasher's exhibitions, education and public programs, special events, and other activities
- Maintain current institutional giving-specific fundraising efforts that sustain short-term funding requirements while simultaneously planning for future fundraising growth
- Strengthen existing relationships with institutional funders while identifying and cultivating new foundation, corporate, and government prospects
- Work collaboratively with the Development team, the Museum Director, and other departments to identify fundable programs and initiatives and to activate others, as necessary, in fundraising activities
- Develop effective solicitation materials for prospective institutional funders including letters of intent, grant and sponsorship proposals, presentation decks, budgets, and other supporting content
- Provide institutional funders with customized, best-in-class stewardship which demonstrates impact, meets shared objectives, and sets the groundwork for additional support in the future
- Ensure that specific benefits committed to institutional funders are fulfilled, working with other departments when necessary
- Serve as an advocate for the Nasher within the business and philanthropic communities, representing the museum at key events and networking opportunities

Management Responsibilities

- Manage the Manager of Institutional Giving position:
 - Establish, track progress towards, and help meet annual goals
 - Assign a portfolio of institutional funders
 - Provide regular feedback, coach and mentor, and support the Manager of Institutional Giving in their professional growth
- Work with the Development Operations sub-team to ensure that gifts from institutional funders are processed and acknowledged both quickly and accurately

Operational / Institutional Responsibilities

- Thoroughly understand the Nasher Sculpture Center – its values, history, culture, communities, programs, and governance
- Become familiar with the field of modern and contemporary art and with the local, regional, national, and international visual arts landscape
- With the Director of Development, prepare income and expense budgets annually and updated forecasts throughout the year
- Ensure consistent use of the fundraising database to accurately track relationships with current and prospective institutional funders
- Work with the Finance team to ensure that gifts are designated properly and that reporting requirements are met
- Follow relevant trends in philanthropy and business and leverage that research to help the Nasher strengthen fundraising
- Additional duties as assigned

Qualifications

- Deep appreciation for the arts and enthusiasm for the Nasher's mission
- Bachelor's degree required; Master's degree in arts management, business, or a related field a differentiator
- Minimum of 5 years of related fundraising experience required, preferably for an arts or cultural nonprofit organization
- Record of personal success in building relationships with and securing major gifts (\$25,000+) from businesses, foundations, and government agencies
- Exceptional and persuasive communicator – both verbally and in writing – with a strong attention to detail
- Professional demeanor, strong interpersonal skills, and a high level of comfort working with donors, staff, and volunteers in person and over various channels
- Highly organized, with a track record of taking initiative, meeting deadlines, prioritizing, and managing simultaneous projects with various departments and levels of leadership
- Experience successfully managing another employee (or a regular contractor or volunteer), with a track record of helping direct report(s) meet shared goals
- Experience leveraging fundraising databases (preferably Blackbaud or Salesforce products) and support systems for effective donor relationship management
- Proficient in Microsoft Office applications
- Willingness to travel locally for meetings with funders, as well as to work occasional evenings and weekends for development-specific events and activities

Compensation

This is a full-time, salaried position with an approximate starting annual pay range of \$75,000 – \$80,000. The Nasher offers a robust benefits package which includes medical, dental, and vision insurance; 401(k) with employer match; and generous paid time off.

Application Instructions

Please submit a cover letter and resume to:

James Jillson, Director of Development
jjillson@nashersculpturecenter.org

Applications will be accepted on an ongoing basis until the position is filled. **However, priority will be given to candidates who apply by Wednesday, December 9.** Finalists will be asked to provide professional references and work samples. A background check will be conducted prior to hiring.

The Nasher is an equal opportunity employer and does not discriminate in the hiring of personnel on the basis of race, creed, color, religion, national or ethnic origin, age, sexual orientation, gender identity, marital status, veteran status, disability, or any other protected status as provided by law.