

# Nasher Sculpture Center

## Director of Individual Giving

Posted Thursday, April 1, 2021

The Nasher Sculpture Center (Dallas, Texas) is currently seeking an experienced fundraising professional to fill the role of Director of Individual Giving, a senior member of the Development team who will serve as the museum's dedicated major and planned giving officer and will strategically build relationships with and solicit and steward support from current and prospective individual donors.

### Reporting Relationships

The Director of Individual Giving will report to the Director of Development and will work closely with the Manager of Member Engagement, as well as with the Museum Director and 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 important role at the Nasher, and considerable efforts have been made in recent years to expand contributed revenue. Current sources of individual giving-specific fundraising, all of which have experienced growth in recent years, include:

- Individual membership
- Two annual fundraising events – the Nasher Prize Award Gala (and year-round programming) and The Great Create
- Major giving for exhibitions and for public and education programs

### About the Director of Individual Giving Position

The Director of Individual Giving is responsible for raising major gifts from individuals in support of the Nasher's institutional priorities. They will manage a portfolio of high-capacity donors; will direct the Nasher's Patron Membership program; and will work collaboratively across the Development team to meet goals for the museum's exhibitions, programs, and events.

#### *Direct Fundraising Responsibilities*

- Advance a portfolio of 75+ individual donors (and prospective donors), each of whom has the capacity to give \$10,000+ annually:

- Strengthen existing relationships with individual donors while identifying and cultivating new individual donors
- Proactively and strategically engage donors through personal visits, museum tours, and donor and member events (*please note, in-person fundraising activities will continue to be limited until they can safely resume*)
- Develop effective solicitation materials for prospective individual donors including letters, proposals, presentation decks, budgets, and other supporting content
- Provide individual donors with customized, best-in-class stewardship which demonstrates impact, meets shared objectives, and sets the groundwork for additional support in the future
- Lead and grow the Nasher's Patron Membership program, with giving levels ranging from \$1,000 to \$25,000:
  - Develop, implement, and evaluate annual plans to achieve ambitious Patron Membership goals, financial and otherwise
  - Execute ongoing, multi-channel renewal, upgrade, rejoin, and acquisition efforts
  - Advise on strategy for the museum's Patron Travel program and leverage travel opportunities to attract new Patron Members
  - Work with the Manager of Member Engagement (who manages the Nasher's General Membership program with giving levels up to \$525) to identify and cultivate lower-level members who have the capacity to become Patron Members
- Work collaboratively with the Development team to develop and meet shared goals for the Nasher's exhibitions, public and education programs, and fundraising events
- Play a leading role in piloting several new fundraising initiatives including a planned giving program and an art acquisition auxiliary group
- 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
- Work with the Development Operations sub-team to ensure that gifts from individual donors are processed and acknowledged both quickly and accurately
- Serve as an advocate for the Nasher in the community, representing the museum at key events and networking opportunities

#### *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 individual donors
- Work with the Finance team to ensure that gifts are designated properly and that reporting requirements are met
- Follow relevant trends in business and philanthropy 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, art history, or other 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 (\$10,000+) from individual donors
- Experience with planned giving and complex giving structures a differentiator
- Personable and professional demeanor, strong interpersonal skills, and a high level of comfort with and interest in working with donors, staff, and volunteers in person and over various channels
- Exceptional and persuasive communicator – both verbally and in writing – with a strong attention to detail
- Highly organized, with a track record of taking initiative, meeting deadlines, prioritizing, and managing simultaneous projects with various departments and levels of leadership
- Experience working with volunteer leadership to successfully achieve goals for fundraising events and initiatives
- 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 donors, 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 Friday, April 16.** Finalists will be asked to provide professional references. 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.