



Nasher Sculpture Center

Role Description

Director of Individual Giving

Status: **Full-time, Exempt** (salary, non-overtime); eligible for full benefits

Reports to: Director of Development

Created: 2026-09

Interested candidates should submit a resume and cover letter, to:
hr@nashersculpturecenter.org

Mission Statement

To be an international focal point and catalyst for the study, installation, conservation, and appreciation of modern and contemporary sculpture.

Role Description

Director of Individual Giving

The Director of Individual Giving is a key position within the Development team at the Nasher Sculpture Center, responsible for advancing a comprehensive strategy for individual philanthropy.

Reporting to the Director of Development, this role leads the strategy and execution of all individual fundraising efforts, overseeing the cultivation, solicitation, and stewardship of donors at all levels, from membership and annual supporters to major and planned gift prospects, and plays a central role in building long-term relationships that sustain and advance the Nasher's mission.

Essential Duties and Responsibilities

Fundraising Leadership

- Develop and implement a comprehensive individual giving strategy encompassing membership, annual, mid-level, major, and planned gifts.
- Establish annual and multi-year fundraising goals and performance metrics in coordination with the Director of Development.
- Lead the identification, cultivation, solicitation, and stewardship of individual members, donors, and prospects.
- Collaborate with the Director of Development on strategy for principal and transformational gifts.
- Work in partnership with the Marketing & Communications team to ensure cohesive donor communications, recognition, and brand alignment.

Major Gifts

- Manage a personal portfolio of 75–100 major giving prospects, cultivating relationships through personalized engagement strategies.
- Develop customized cultivation and solicitation plans that align donor interests with organizational priorities.
- Prepare and deliver compelling proposals and presentations for individual prospects.

Membership, Annual, & Mid-Level Giving

- Oversee the strategy, design, and execution of the membership and annual fund programs, including direct mail, digital campaigns, and personalized appeals.
- Supervise development team members responsible for membership, annual, and mid-level donor engagement and renewal.

- Oversee special councils including the Drawings Council, Program Advisory Council, Garden Council, and International Council.
- Oversee and collaborate on special fundraising events including The Nasher Bash, The Art of Mahjong, and The Great Create.
- Partner with the Visitor Experience team to create conversion strategies from members to donors.
- Analyze donor data and giving trends to inform segmentation, messaging, and retention strategies.

Stewardship and Donor Engagement

- Collaborate with the Event Production team to plan cultivation and recognition events, including receptions, previews, and council gatherings.
- Ensure all donors receive timely acknowledgments and meaningful recognition consistent with Nasher standards.
- Develop stewardship reports, impact communications, and newsletters.
- Engage the Board and key volunteers in peer-to-peer solicitation and donor engagement activities.

Team Collaboration and Management

- Supervise two membership and individual giving staff members, providing mentorship, clear goals, and performance feedback.
- Partner closely with the Manager of Development Operations and Development Coordinator to ensure data accuracy, moves management, and gift reporting integrity.

Qualifications, Education, and Skills

- Bachelor's degree required; advanced degree or CFRE certification favorable.
 - Minimum of (7) seven years of progressively responsible experience in individual, membership, and/or major giving.
 - Proven record of securing and stewarding five- and six-figure gifts from individuals.
 - Experience managing staff and working effectively across teams and departments.
 - Proficiency with Salesforce (or similar CRM) and Microsoft Office Suite.
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Work Environment

- Full-time, exempt, in-office position.
- Occasional evenings and weekends are required for donor cultivation and events

Compensation

Compensation for this position is expected to fall within the range of \$90,000 - \$110,000 depending on experience and qualifications.

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