



DIRECTOR OF INDIVIDUAL PHILANTHROPY

ByalaSearch LLC is pleased to announce that our firm has been retained by the Museum of Modern Art to identify candidates for the position of Director of Individual Philanthropy.

ABOUT THE MUSEUM OF MODERN ART

The Museum of Modern Art and MoMA PS1 celebrates creativity, openness, tolerance, and generosity. They aim to be inclusive places— both onsite and online—where diverse cultural, artistic, social, and political positions are welcome. MoMA is committed to sharing the most thought-provoking modern and contemporary art, and hope you will join in exploring the art, ideas, and issues of our time.

MoMA is a place that fuels creativity, ignites minds, and provides inspiration. With extraordinary exhibitions and the world's finest collection of modern and contemporary art, MoMA is dedicated to the conversation between the past and the present, the established and the experimental. Their mission is helping people understand and enjoy the art of our time -- to be the most engaging museum of modern and contemporary art for the diverse local, national and international audiences it serves.

MoMA engages audiences worldwide across all channels (onsite visitation, touring exhibitions, retail stores, online, social media, email, and video) including welcoming as many as 3 million onsite visitors at their main campus on 53rd Street and at MoMA PS1. MoMA's membership base includes over 100,000 households. MoMA's primary sources of support are admission fees, membership dues, grants from individuals, foundations, and corporations, endowment income, and revenues from retail operations. MoMA's content is generated from our unparalleled collection, exhibitions, and programs and distributed via moma.org, social media channels, YouTube, apps, print, catalogue and digital publications, public programs, education programs and courses, among other channels.

PRIMARY ROLE

Reporting to the Senior Deputy Director of External Affairs, The Director of Individual Philanthropy will play a leadership role within External Affairs, partnering with senior staff to grow philanthropic support from individuals to support the Museum. The Director will be responsible for leading a team of ten to identify, cultivate, solicit and steward individual donor giving to meet and exceed annual and multi-year goals. The Director will work collaboratively across the External Affairs team, including colleagues in Institutional Giving, Special Events and Affiliate Programs, and Membership to create a strategic plan for high-level donors with capacity and interest in supporting MoMA. The Director of Individual Philanthropy will be responsible for advancing MoMA's strategic priorities, including identifying key areas of opportunity to build, retain and grow individual donors. These priorities also include a focus on endowment fundraising and the preparation and planning for the centenary campaign. The Director will work to deepen the prospective donor and major gift pipeline and will collaborate across External Affairs on donor strategies.

POSITION DESCRIPTION

Specific Responsibilities in the following areas include but are not limited to:

LEADERSHIP AND VISION

- Lead individual giving, stewardship, prospect strategy, goal-setting and planning as well as professional development of Individual Giving team.
- Demonstrate the vision and thorough understanding of philanthropy and its evolution, including strategies for leveraging generational wealth transfer for philanthropy.
- Drive individual giving for MoMA; model cultivation, solicitation and stewardship strategies for the Individual Giving team with 7, 8 and 9-figure donors and new high-level donors to MoMA.
- Maintain annual and multi-year fundraising goals and prospect engagement goals for individual constituencies and prospects.
- Develop a growth strategy for the individual prospect pool – to support quantitative and qualitative goals in fundraising and engagement.

- Create a proactive individual giving program that is donor-centric, growing relationships over time.
- Expand the depth and nature of philanthropic priorities to prepare for the centenary campaign.
- Frame a comprehensive strategy of engagement across existing and new cohorts of supporters.
- Maintain a donor portfolio, modeling strategies in Individual Giving and across External Affairs to maximize giving from individual donors.
- Recruit, develop and retain talent over years to build relations with donors.

PROGRAMMING AND EXTERNAL AFFAIRS

- Collaborate with External Affairs Leadership Team and across MoMA on engagement strategies for individuals.
- Work with the Leadership Team, to design and implement stewardship programs and processes, including stewardship of donor relationships and types of giving (unrestricted, restricted, endowment).
- Identify priorities to lay groundwork for centenary campaign and future initiatives.

CRITICAL COMPETENCIES FOR SUCCESS

- Track record within a matrixed environment of setting strategies and soliciting the highest level donors.
- Ability to work collaboratively and inclusively across a fundraising team modeling practices to steward donors from annual to major and principal giving.
- History of working inter-connectedly within external affairs and across an institution, enabling teams to work collaboratively to meet goals.
- Experience developing and leading a team to greater individual and collective success.

IDEAL SKILLS AND EXPERIENCE

- 10+ years of fundraising or relevant experience and a proven record of success leading a team of donor-facing fundraisers.
- Experience personally cultivating, soliciting and stewarding 7, 8 and 9-figure donors.
- Ability to build effective relationships internally and to inspire staff.
- Familiarity with broader philanthropic community, influencers and trends.
- Experience in a complex, multi-team environment.
- Excellent communication skills, both written and oral.
- Ability to influence and engage a wide range of donors and build long-term relationships.
- Knowledge of current and future fundraising practices, including donor qualification, cultivation, solicitation and stewardship.
- Must possess a strong work ethic, and be a motivated, enthusiastic team player who deeply embraces the mission of the Museum of Modern Art.
- Successful fundraising in a cultural institution is a plus.

OTHER CHARACTERISTICS

The Director of Individual Philanthropy will be passionate about the mission of The Museum of Modern Art and value how fundraising contributes to that mission. This is an incredible opportunity to join an accomplished team in External Affairs at one of the world's top cultural institutions. In this expanded role, the successful candidate will be an innovative and seasoned professional, gifted at positioning others to be successful, including team and colleagues in External Affairs and across the Museum. The Director will proactively develop and articulate strategies in a fast-paced environment, maintaining flexibility and a sense of urgency. The ideal candidate will be hospitable and dedicated to bringing people together through the arts with the understanding that everyone should have the freedom to walk through galleries full of creativity and innovation.



The Director should be mature, organized and entrepreneurial while being a low-ego, high-ambition team player able to represent MoMA with passion and authority. The Director of Individual Philanthropy will be able to communicate the institution's mission and activities, while building complex relationships with a broad pool of current and potential high-level donors. The successful candidate will have the finesse and patience to create and grow a program and team in a complex environment. Relationship-management abilities, communication skills, project management experience and a collaborative work style are essential to the Director of Individual Philanthropy at The Museum of Modern Art.

COMPENSATION

The compensation for the Director of Individual Philanthropy is targeted at \$250,000-\$325,000.

KINDLY SEND NOMINATIONS OR EXPRESSIONS OF INTEREST TO:

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