

Chief Development Officer

Museum of the African Diaspora

The Opportunity

The Museum of the African Diaspora (MoAD) is a contemporary art museum whose mission is to celebrate Black cultures, ignite challenging conversations, and inspire learning through the global lens of the African Diaspora. MoAD is the first and only museum dedicated to the celebration and interpretation of art, artists, and cultures from the African Diaspora. Marking its 15th anniversary in 2021, the museum continues to be a unique, cultural arts staple in the San Francisco Bay Area community.

MoAD seeks a Chief Development Officer, who is an experienced and dedicated fundraising professional with a track record of raising significant private philanthropic resources. The successful candidate will be a flexible, creative thinker who can motivate a team; build, and execute on, a systematic development process; take ownership of reaching annual and campaign related fundraising goals; and serve as a museum ambassador. This position will build, and work across, a diversified base of individual donors, corporations, foundations, and government granting entities. This position will also co-manage MoAD's Board of Directors and serve as a member of the executive leadership team.

Development experience in the San Francisco Bay area is preferred, with museum-specific knowledge, or relevant experience preferred.

Reporting to the Executive Director, the Chief Development Officer position is full-time and exempt, overseeing 2 direct reports, and will be based in San Francisco, CA.

Role Description

The Chief Development Officer will possess an affinity for MoAD's mission, a strong fundraising track record, proven leadership, and an entrepreneurial spirit. The following is a list of knowledge, skills, and abilities recommended for this role:

- A strong desire and proven ability to raise resources to support an organization's ongoing mission and strategic goals. Proven ability to develop and implement strategies to identify, cultivate, solicit, and steward individual and institutional donors and prospects.
- Ability to lead strategic and innovative fundraising initiatives with adaptability and skill.
- Demonstrated commitment to cultural diversity and celebration of Black culture, with experience navigating conversations about identity-based issues.
- A strong work ethic and a proven track record of securing major and leadership gifts (\$100K+).
- A track record working with individual donors is preferred.
- Knowledge and utilization of a donor database/CRM. Knowledge of Blackbaud/Altru is a plus.

- Organizational and time management skills, with meticulous attention to detail.
- A strategic manager that can develop and implement policies and procedures.
- An inspirational leader who can mentor and motivate development team members towards maximum capacity performance.
- An excellent communicator, with both written and oral skillsets – a spokesperson who is able to engage and influence a wide range of donors and build long-term relationships.
- A track record of building and leading successful development programs.
- A visionary leader that can strategize at a high-level, but also develop measurable and obtainable goals and objectives to carry out their strategy.

Qualifications

The ideal candidate will have the following professional experience:

- Ten or more years of progressive responsibility in a development office, including at least 5 years managing development programs and staff.
- Experience working within and fundraising for organizations that serve a diverse community.
- Experience with both annual fund and comprehensive campaign planning and execution.
- Experience working with both individual and institutional donors is preferred; Having an individual giving background is strongly encouraged.
- Development and fundraising experience within an arts and culture organization and/or within the San Francisco Bay area community is a plus.
- Bachelor's degree. A master's degree or the equivalent is a plus.

All inquiries will be considered and kept confidential.

MoAD is an equal opportunity employer and values diversity. We strongly encourage people from all backgrounds to apply for this position. All qualified applicants will receive consideration for employment without regard to race, religion, gender, age, national origin, disability status, or any other characteristic protected by law.

Salary

MoAD will consider a salary range between \$100K-\$150K, depending on experience. A comprehensive benefits package, including health insurance, 401 K, and vacation and sick leave will be a part of the total compensation package.