Come join a team of dedicated staff at an exceptional time in Smithsonian history, as the Institution develops a new comprehensive strategic plan, expands the programming, educational, and scholarly activity of its museums and research centers, and completes its very first Institution-wide fundraising campaign.

The National Air and Space Museum (NASM) has an opening for an experienced and dynamic Director of Advancement who is responsible for the overall strategy and direction of the advancement program and serves as a key advisor to the Museum Director, Associate Directors, and NASM board members, as well as other key stakeholders within the Smithsonian. S/he serves as chief fund-raising officer for the Museum and personally cultivates, solicits and stewards a portfolio of select, high-level donors. The incumbent provides executive leadership to the NASM Office of Advancement, including managing and coaching staff members, establishing performance goals and expectations, and monitoring activities and outcomes to ensure that annual fundraising goals and schedules are met. S/he oversees programs— including corporate and foundation relations, major gifts, membership, and donor relations – to expand and enhance fundraising capacity and results.

MINIMUM QUALIFICATIONS

- At least seven years of relevant experience in major gifts fundraising and management in complex organizations.
- Demonstrated success of building long-term donor relationships and closing 5-7 figure gifts.
- Experience working with volunteer leadership and senior staff leadership in fundraising.
- Demonstrated success in developing and managing fundraising programs in a performance-based culture
- Excellent interpersonal skills with a demonstrated ability to work well with people at all levels of an organization across a diverse range of educational and social backgrounds, and to demonstrate an honest respect for each individual.
- Superior written and oral communication skills; the ability to understand and translate information for all audiences; clarity, crispness, and elegance in writing and speaking.
- Bachelor’s degree is required; Master’s degree is highly desired.

The Smithsonian Institution's National Air and Space Museum maintains the largest collection of historic air and spacecraft in the world. It is also a vital center for research into the history, science,
and technology of aviation and space flight, as well as planetary science and terrestrial geology
and geophysics. To learn more about the museum, please visit www.nasm.si.edu.

The Smithsonian Institution is a unique complex of 19 museums and galleries, the National
Zoological Park, and nine research centers. The Smithsonian is a national and world treasure and
is dedicated to its founding mission, “the increase and diffusion of knowledge.” Its exhibitions,
programs, collections, and outreach touch the lives of millions of Americans every year, as well
as many who visit us from abroad.

The Smithsonian Institution offers a competitive salary and a comprehensive package of benefits.
This is not a Federal Position, but has similar requirements and benefits. Interested candidates
should submit their resumes and a cover letter to oastaffing@si.edu by April 25, 2017. Please
include the position title in your e-mail subject line.

*The Smithsonian Institution is an equal opportunity, affirmative action employer. Candidates of
all backgrounds are encouraged to apply.*