Come join a team of dedicated staff at an exceptional time in Smithsonian history. With our new Secretary, Lonnie G. Bunch III, who was previously the founding director of the Smithsonian's National Museum of African American History and Culture, we are positioned to realize our goal of being a truly 21st century museum complex.

The Smithsonian Institution is the world's largest museum, education and research complex, comprised of 19 museums and galleries, nine research centers, 21 libraries, the National Zoological Park and more than 200 affiliate museum partners. The Smithsonian is dedicated to its founding mission, “the increase and diffusion of knowledge” and as such we use our resources to encourage curiosity, ignite wonder and spark the joy of learning.

With dynamic leadership throughout the Institution, we are focused on broadening our reach by engaging new audiences who haven’t always been represented in museums and creating a more robust virtual Smithsonian that complements and amplifies our collections, our expertise, our exhibitions in ways unimaginable just a few years ago. Through this digital strategy we plan to touch every home and every school in America. Marrying the possibilities of digital access with the strong educational and programming offerings housed in our museums and research centers, we will provide equal and effective educational access to all primary and secondary school children.

Following the success of the Smithsonian’s first comprehensive capital campaign, the largest ever undertaken by a cultural organization, the Smithsonian has built a model fundraising organization. As we continue to build on our success, the Smithsonian’s Office of Advancement seeks an experienced and creative Major Gifts Officer (MGO) as a member of its Major Gifts and Discovery (MG&D) team.

This position offers an exciting opportunity for the successful candidate to make a significant impact on expanding the scope and scale of the Smithsonian’s vision through philanthropic efforts. The MGO will play a critical role in furthering an engagement strategy for key regional markets, developing and managing a portfolio of regional major gift prospects and helping formulate strategy and implement plans to achieve ambitious fundraising goals.

Successful candidates will demonstrate proven success in securing significant contributions from individuals through creative discovery and cultivation of productive relationships with prospective donors. Strong organizational, relationship, collaboration and communication skills as well as the ability to work independently are essential. The MGO will develop and execute strategies for
discovery and engagement, present opportunities for support, and complete solicitations for mission critical projects across the Smithsonian.

A minimum of four years of progressive major gift fundraising experience, a passion for learning and exploration, and the desire to join a dynamic and growing operation should be demonstrated in your application. Experience in complex higher education or a large cultural or environmental organization is preferred. Travel is required and work during the evenings and weekends may be necessary.

The Office of Advancement oversees and guides the fundraising efforts of the entire Smithsonian and is home to the central development organization for the Institution. In addition to raising significant support for a variety of pan-institutional initiatives, the Office of Advancement provides support to advancement offices across the Institution. The MG&D team collaborates with staff throughout the Smithsonian to help accomplishing their goals.

The Smithsonian offers a competitive salary and a comprehensive benefits package. To learn more about us, visit www.si.edu. This is not a Federal Position, but has similar requirements and benefits. Interested candidates should submit their resumes and cover letter to oastaffing@si.edu with Major Gifts and Discovery MGO in the subject line by November 30, 2019.

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