



## **CHIEF OF ADVANCEMENT**

The Witte Museum, where Nature, Science and Culture meet, inspires people to shape the future of Texas through transformative and relevant experiences in nature, science and culture. The Witte is a beloved cultural center in San Antonio and Texas, founded in 1926, and recently transformed with more than \$120 million in new galleries, learning labs and event centers. The museum is joyous, situated along the San Antonio River, on Broadway, with amphitheaters, riparian habitats and pollinator gardens. The Witte welcomes 350,000 visitors of all ages each year from throughout San Antonio, Texas, the United States and beyond. The Witte ignites imaginations and empowers all people to live extraordinary lives.

### **POSITION SUMMARY**

The Chief of Advancement leads the Witte Museum's fundraising initiatives, working closely with the President and CEO and Board of Trustees to align fundraising opportunities with the needs of the Witte and the people served. We are seeking a dynamic, externally facing leader familiar with the transformative, educational and innovative power of museums. The Chief of Advancement inspires, leads and deploys a development team responsible for sustaining, expanding and diversifying the Museum's base of support including annual operations, major gifts, membership, fundraising events, exhibition and education sponsorship, grants, capital and endowment campaign. The Chief of Advancement will work closely with the President and CEO and with the Board of Trustees and the Capital and Endowment Campaign Committees to raise \$5 million annually in Endowment, Planned Giving and Capital support. The Chief of Advancement works closely with the Witte's Board of Trustees Development Committee and the Development Team to raise \$5-6 million annually for operations. The Chief of Advancement inspires and sustains a Culture of Philanthropy throughout the Witte Museum, with Trustees and Team as enthusiastic ambassadors. The Chief of Advancement will have experience in sustaining and growing a top tier development team with strategic goals for increased museum membership from family to corporate and donor-level membership, donor engagement and sustained contributions and investments. A qualified candidate has successfully executed moves management strategies.

### **RESPONSIBILITIES**

- Provide the Witte's Development team with strong strategic leadership resulting in a comprehensive, high-performing fundraising program
- Work in collaboration with the President and CEO, Chiefs, Senior Management Team, the Board, the Development Team and other advocates to build a compelling case for major gifts and methodical moves management
- Serve as the Witte's principal fundraising officer, designing fundraising programs, making solicitations, and developing strategies to ensure the team's success
- Cultivate, solicit and steward a portfolio of major gift prospects
- Oversee donor relations support and stewardship activities
- Prepare and administer a comprehensive Development budget that utilizes resources to meet the Museum's revenue objectives
- Represent the Witte to a broad range of constituencies, including the Board, members, individual, corporate and foundation donors and prospects, and government officials
- Oversee the recruitment, management, training, retention and evaluation of professional and support staff on the Development Team
- Carry out other duties as assigned by the President and CEO

### **EXPERIENCE AND SKILLS**

- Experience in capital, endowment, planned giving campaigns and fundraising for major museums or cultural centers
- Experience in successful execution of moves management strategies
- Able to prioritize and manage multiple projects, tasks, and deadlines
- Ability to handle confidential information
- Excellent oral and written communication skills
- Proficient in Microsoft Office and donor databases
- Required: 10 years of leadership experience
- Preferred: Proficient in Tessitura or Raiser's Edge software

### **EDUCATION**

- Required: Bachelor's degree
- Required: CFRE certification
- Preferred: Master's degree or higher

### **PHYSICAL REQUIREMENTS**

- Must be in good physical condition, able to move moderately heavy objects (30lbs.), bend, walk, climb stairs, stand, and sit for extended periods of time
- Must be able to work a flexible schedule including evenings, weekends, and holidays

The Witte Museum is an equal opportunity employer.

Closing date: Open until filled

Résumé may be emailed to: [humanresources@wittemuseum.org](mailto:humanresources@wittemuseum.org)