



SENIOR ADVANCEMENT OFFICER
SMITHSONIAN INSTITUTION
Washington, District of Columbia
<http://si.edu>



The Aspen Leadership Group is proud to partner with the Smithsonian Institution in its search for a Senior Advancement Officer.

The Smithsonian's Office of Advancement (OA) seeks an entrepreneurial, charismatic, and creative Senior Advancement Officer to join its hard-working, fast-paced advancement team. The incumbent will play an important role in building private support for pan-institutional initiatives to include gifts for exhibitions, collections, educational and outreach programs, and endowment. The successful candidate will have demonstrated experience cultivating, soliciting, closing, and stewarding major gifts from individuals, foundations, and corporations, as well as familiarity with corporate sponsorship. This position, which requires an ability to think creatively about project-driven fundraising in order to identify new prospective donors, develop fundraising strategies, and articulate giving opportunities for strategic initiatives, is located in the Office of Advancement at the Smithsonian Institution Building and reports to the Director of Advancement for Strategic Priorities.

This is 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 builds upon the success of its very first Institution-wide fundraising campaign. Through this national campaign, the Smithsonian has built a model fundraising organization, one that will meet the growing needs of this unique organization and offer excellent professional opportunities. This new position offers exciting opportunities for the successful candidate to make a significant impact on the future of the Smithsonian. There is no better time to join this amazing Institution.

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 Smithsonian initiatives, the Office of Advancement provides support services to advancement offices across the Institution. The office engages with staff throughout the Smithsonian in accomplishing their goals.

The Smithsonian Institution is a unique complex of nineteen 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 from abroad.

REPORTING RELATIONSHIPS

The Senior Advancement Officer will report to the Director of Advancement for Strategic Priorities.

PRINCIPAL OPPORTUNITIES

The Smithsonian Institution is the world's largest museum, education, and research complex, with nineteen museums and the National Zoo—shaping the future by preserving our heritage, discovering new knowledge, and sharing our resources with the world.

Successful candidates will be able to articulate an appreciation of, and embrace, the depth and breadth of this research and scholarship.

The Smithsonian's first Institution-wide campaign was publicly launched during October 2014 with a \$1.5 billion goal and closed successfully on December 31, 2017. The Smithsonian Campaign has propelled the advancement program forward, expanding central and unit-based development staff, deepening collaboration across units, and honing the sophistication of its processes and operations. The campaign is the largest ever for a cultural institution.

The Office of Advancement has created a new team focused on strategic, pan-institutional priorities. These are prominent projects that span multiple disciplines and units, and they have the potential to make a great impact on the Smithsonian and the many communities it serves. Over the course of the recently-completed campaign, some of these priorities have emerged as central to moving the Smithsonian's mission forward, and they will continue to be important drivers for advancement work, and the institution as a whole, beyond the campaign.

The Senior Advancement Officer will join the Smithsonian at an exciting time and can be a significant contributor to its mission to increase and diffuse knowledge.

PRIMARY RESPONSIBILITIES

The Senior Advancement Officer will

- play a leadership role in building private support for pan-institutional initiatives to include gifts for exhibitions, collections, educational outreach programs, endowment, and strategic initiatives;
- assist the Director of Advancement for Strategic Priorities with the planning and implementation of a broad-based and fully integrated private fundraising program that includes major individual and planned gifts, foundations, and corporate giving;
- develop and execute strategies for discovery, engagement, and present opportunities for support from individuals, foundations, and corporations;
- secure significant contributions from individuals, foundations, and corporations through cultivation of productive relationships with prospective donors;
- coordinate with colleagues institution-wide as appropriate on matters relating to proposals, gift agreements, and the Smithsonian campaign;

- articulate an appreciation of, and embrace, the depth and breadth of the Smithsonian's research and scholarship in a compelling manner.

KEY COLLEAGUES



Angela Crowley

Director of Advancement for Strategic Priorities

Angela Crowley joined the Smithsonian's Office of Advancement in January 2017 as Director of Advancement for Strategic Priorities. In this role, she is responsible for working with colleagues in OA and across the institution to develop and implement fundraising plans and strategies for emerging pan-institutional priorities. She came to the Smithsonian from McGill University, where she oversaw large-scale advancement projects cutting across the campus. In addition, she served as the senior University Advancement liaison to the Office of the Principal and Vice-Chancellor and was the chief strategist for campaign planning activities. Angela has also worked as Assistant Vice President for Development Programs at the University of Texas at Arlington and as Assistant Dean for Advancement at Texas Wesleyan University School of Law (now Texas A&M University School of Law). A former Fulbright scholar at the Stockholm International Peace Research Institute, she holds Ph.D., M.A. and B.A. degrees from the University of California, Irvine.



Cynthia Brandt-Stover

Campaign Director

Cynthia Brandt-Stover joined the Smithsonian as Campaign Director in September 2013. Most recently she was Vice President for Institutional Advancement at Mills College. Cynthia worked closely with two presidents and the Board, led strategic planning, and dramatically increased giving and alumni engagement. Prior to Mills, Cynthia spent ten years at Stanford University. As Director of Development and then Associate Dean for External Relations at the School of Humanities & Sciences (2006-2009), she managed the school's campaign goal of \$300 million. She also served the university as Director of Development and Communications and then Associate Director for the Center for Advanced Study in the Behavioral Sciences (2002-2006) and as an instructor in sociology (2000-2007). Cynthia made her start in fundraising with the National Wildlife Federation (1996-1999). Cynthia has a master's and doctorate in sociology from Stanford University and a bachelor's degree in English and fine arts from Vanderbilt University.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Senior Advancement Officer should have

- a proven track record of fundraising success, including identifying new prospects, building a national portfolio, and successfully closing six-figure gifts and above;
- strong organizational and communication skills;
- the capacity to manage multiple complex projects;
- the initiative and ability to work independently;

- confidence working with major gift donors, leadership across the Smithsonian, unit-based advancement colleagues, and volunteers in order to achieve ambitious fundraising objectives in a fast-paced organization; and
- the desire to join a dynamic and growing operation.

A Bachelor's degree is required for this position as is at least six years of progressively responsible front-line fundraising experience, preferably within a large cultural institution or a complex higher education environment.

SALARY AND BENEFITS

The Smithsonian Institution offers a competitive salary and a comprehensive package of benefits.

LOCATION

The Smithsonian Institution is located in Washington, District of Columbia.

DIVERSITY AND INCLUSION

The Smithsonian reflects the diversity of the American people and the world today. Its mission, the "increase and diffusion of knowledge," is achieved through the efforts of its highly qualified staff. It seeks out new and unique voices, and upholds a workplace environment of inclusivity. It strives to maximize its effectiveness, cultural inclusion, and internal diversity by welcoming people of all backgrounds. The Smithsonian is committed to the richness inherent in differences and as a steward and ambassador of cultural connections, it builds bridges of mutual respect. The Smithsonian values the diverse perspectives of its employees, friends, participants, and is committed to ensuring that diversity is a core value that underlies the fulfillment of its mission.

APPLICATION DEADLINE

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, contact Angelique Grant: angelique@aspenleadershipgroup.com.

All inquiries will be held in confidence.



ASPEN LEADERSHIP GROUP

Aspen Leadership Group focuses exclusively on search and talent management in the field of philanthropy. Recognized leaders in the field recruit and provide counsel to other leaders and emerging leaders, building enduring, productive relationships and supporting exceptional careers.

Learn more at www.aspenleadershipgroup.com and <http://www.philanthropycareer.net/>