

ASPEN • LEADERSHIP • GROUP

DIRECTOR OF EXTERNAL AFFAIRS
ACKLAND ART MUSEUM
THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL
Chapel Hill, North Carolina
<http://ackland.org>



The Aspen Leadership Group is proud to partner with the Ackland Art Museum in the search for a Director of External Affairs.

The Director of External Affairs is charged with directing the Museum's advancement team and overseeing staff in communications and public programming. The University is in the early stages of a multi-year comprehensive campaign, and the incumbent will be responsible for the planning and leadership of the Museum's component of that campaign. The specific areas of oversight are identification, cultivation, solicitation, closure, and recognition of major and principal gifts, including endowment and planned giving; annual giving to support the Museum's operating budget, including membership program, annual fund, and grants; communications, public relations, and public programs; and grants development.

Under the guidance of the Museum Director and in collaboration with the External Affairs team, the Executive Director of Development for Constituent Programs, and museum volunteer leadership, the Director of External Affairs will design and implement comprehensive strategies for support of the operating budget and endowments. The incumbent will also share responsibility for ensuring coordination with cross-University fundraising in the arts.

Since 1958, the Ackland Art Museum has been one of North Carolina's most important cultural resources. The Museum collects, preserves, and presents great art to educate, inspire, and engage the University and its regional, national, and international audiences in free and open inquiry.

The collection of the Ackland Art Museum now includes more than 18,000 works of art, featuring North Carolina's premier collections of Asian art, and works of art on paper (drawings, prints, and photographs), as well as significant collections of European masterworks, twentieth-century and contemporary Carolina pottery. The Museum organizes more than a dozen special exhibitions a year.

The Ackland's world-class art collection serves as the starting point for a vibrant program of university service and community engagement. The Museum welcomes more than 10,000 university students for curricular visits each year, engaging students and faculty from disciplines as wide-ranging as medicine, foreign language studies, history, psychology, and the arts. Additionally, the Museum's active schedule of more than 200 public programs per year—including concerts in the galleries, art-inspired films, talks by artists and scholars, and hands-on art making activities—offers visitors from both the University and the surrounding communities many opportunities to encounter the Ackland's excellent art collection and exhibitions.

REPORTING RELATIONSHIPS

The Director of External Affairs will report to the Museum Director.

PRINCIPAL OPPORTUNITIES

This is an exciting time to join the Ackland Art Museum. The new Director, Katie Ziglar, brings renewed energy and focus to the Museum. A devoted National Advisory Board, an exciting curatorial team, and a compelling mission that connects the Museum with students and the community make this a compelling opportunity for the successful candidate.

A multi-billion dollar university campaign kicking off in the fall of 2017 will create momentum across campus and with all alumni. The Ackland Art Museum is tapping into that momentum to drive its fundraising capability to new levels, as evidenced by a recently announced transformational gift of \$25M. This was the largest gift ever received by the Ackland and included the gift-in-kind of an internationally known private collection, including noted Rembrandt drawings, as well as endowment for a new curatorial position and outright cash for a travelling exhibition. This gift, and other seven and eight figure gifts under discussion, have put the Ackland in a position to contemplate a Museum campaign which, when one includes anticipated gifts of art, could easily be in the nine figure range.

The Ackland is at an exciting turning point. Chancellor Carol L. Folt's commitment to "arts everywhere" on campus has led to the appointment of the first-ever Special Assistant to the Chancellor for the Arts, Emil Kang. Also, the formation of the Arts Integration Initiative Committee, an external board charged with creating a strategic roadmap for the visual, performing, and literary arts at Carolina through increased pan-University collaboration, has placed the Ackland front and center at the University. Many of the University's key campaign volunteer leaders are art collectors with a desire to help the Museum, and Vice Chancellor David Routh, as well as the development leadership, are a resource to assist the Ackland Art Museum in seeking principal gifts. In addition, Executive Director Sherry Brennan serves as a liaison and strategic partner in the central Development operation, providing guidance on growing the development program at the Museum. Partnerships with other units on campus as well as a growing membership offer the opportunity to build a robust patron program and increase the likelihood of adding a major gift position in the next year to complement the existing team.

PRIMARY RESPONSIBILITIES

The Director of External Affairs will

- manage all of the Ackland's fundraising, communications, events, and programs and ensure they meet Museum strategic goals and comply with University policies;
- develop and implement a program of strategic development to secure significant funds annually through comprehensive advancement strategies and initiatives;
- collaborate and coordinate activities with the Director, Executive Director of Development for Constituent Programs in the University Development Office, and museum volunteer leadership;
- cultivate, solicit, close, recognize, and steward donors and major prospects;
- design and oversee strategic planning and implementation of major Ackland Art Museum campaigns and Museum participation in University campaigns;
- design and implement a multi-year program for membership; annual fund; proposal and grant development including state and federal agencies, foundations, and business and corporate sponsorships; endowment; planned giving; and strategic planning;

- coordinate with fundraising for the University's strategic arts integration initiatives and other cross-University arts fundraising, working in concert with the museum director;
- assist the Director in setting and meeting annual and campaign goals, as well as activity metrics typical of a University fundraiser;
- document in an accurate and timely fashion all aspects of Museum advancement, including planning documents and monthly, annual, and campaign reports as required;
- provide vision and strategy for a broad portfolio of enriching and participatory public programming;
- develop and direct volunteer leadership, including identification, cultivation, solicitation, and recognition of new volunteers, as well as existing volunteer groups, e.g., National Advisory Board, Membership Committee, and Student Friends of the Ackland;
- recruit, supervise, and evaluate external affairs team; and
- engage in special programs and project management at the discretion of the Director.

KEY COLLEAGUES



David S. Routh

Vice Chancellor for University Development

David S. Routh is the University's senior development officer and oversees the Office of University Development staff, which works closely with campus fundraising offices and affiliated foundations that support schools, the College of Arts and Sciences, and other units. Routh also is chief executive of the UNC-Chapel Hill Foundation Inc., a nonprofit corporation that receives gifts on behalf of the University, its schools, and units. Routh is a veteran corporate executive with extensive connections to philanthropy on campus as a staff member and volunteer. Routh resides in Chapel Hill with his wife, Jenny, also a

Carolina graduate. They have three grown daughters—Elizabeth Routh Jalazo, Anna Routh Barzin, and Sallie—all Tar Heel alumni.



Katie Ziglar

Director, Ackland Art Museum

Katie Ziglar joined the Ackland Art Museum on July 6, 2016. She brings to the position nearly 30 years of experience as a museum professional. While as the Director of External Affairs at the Freer|Sackler Galleries, Smithsonian Institution, Washington, DC, a position she has held since 2003, she substantially increased annual fund-raising, from \$3M in FY07 to \$12M in FY12, and participated in the leadership of the \$1.5B

Smithsonian campaign. She has also contributed substantially to the successful management of other major cultural organizations including the Smithsonian American Art Museum, the Sterling and Francine Clark Art Institute, and the National Gallery of Art. Ziglar received a B.A. in history from the University of North Carolina at Chapel Hill, where she was a John Motley Morehead scholar, and an M.A. in Islamic art and architecture from American University in Cairo. She currently serves as a board member of UNC-Chapel Hill's Morehead-Cain Scholarship Fund.



Cynthia Butler

Senior Associate Vice Chancellor for University Development

Cynthia Butler oversees annual giving, gift planning, major gifts and stewardship. She also serves as a key liaison with development officers in schools and units across campus. Butler, who joined the development office in May 2014, came to UNC from the University of Florida, where she served in various key development and leadership roles for 13 years.

Before the University of Florida, Butler worked at Wright State University in Dayton, Ohio, where she earned her Bachelor's degree in Communications. She and her husband, Jack, have three children and three grandchildren.



Sherry Brennan

Executive Director of Development for Constituent Programs

Sherry Brennan joined UNC in May 2015 as Executive Director of Development for Constituent Programs. In her current role she provides leadership, advocacy, and strategic thought partnership for the lead development officers, deans, and directors of eighteen schools and units across the University. Before arriving at Carolina, Brennan spent a decade each at Columbia University and Penn State.



Peggy Dean Glenn

Senior Director of Principal Gifts

Peggy Dean Glenn is senior director of principal gifts at UNC. In this capacity, she works with alumni, parents, friends and other individuals with the capacity to make gifts of \$5 million or more. She was previously associate dean for external affairs at the UNC Gillings School of Global Public Health for seven-and-a-half years. Prior to her arrival at UNC, Glenn was associate dean for external affairs at the Nicholas School of the Environment at Duke University. For many years, she was president of a New York-based consulting firm serving such clients as The Aspen Institute, The Nature Conservancy, and the United Nations Association. She is the author of *The Complete Guide to Capital Campaigns for Historic Churches and Synagogues* and is a frequent speaker at events across the country.



Carolyn Allmendinger

Director of Academic Programs, Ackland Art Museum

Carolyn Allmendinger directs the department responsible for the Ackland's academic initiatives for university, K-12, and community audiences, which include discussion-based group tours, Study Gallery installations for university courses, resources for faculty, students, K-12 teachers, and individual learners, and which serve over 15,000 audience members annually. Allmendinger began her work at the Ackland as editor for the collection catalogue *European Drawings from the Ackland Art Museum*, published in 2001, then as Educator for University Audiences (2000-2008), before taking the role of Director of Academic Programs. Prior to her work at the Ackland, she taught art history courses at institutions including UNC-Chapel Hill, Duke University, and Durham Technical and Community College. She has a PhD in art history from UNC-Chapel Hill (1999), with a specialization in French and Italian painting of the sixteenth and seventeenth centuries.



Michelle Cordero

Manager, Administration & Finance, Ackland Art Museum

As the Manager of Administration and Finance, Michelle Cordero oversees the financial and human resources operations for the Museum. Prior to joining the Museum, Cordero served as the Director of Operations at Parsons the New School for Design where she managed financial, operational, and programmatic systems for a School of 1,600 students. With 20 years of experience in higher education and arts administration developing strategies to support and establish innovative programming as well as strengthen and create business systems architecture, she is especially grateful to be a part of the Ackland Art Museum team during this exciting time.



Peter Nisbet

Deputy Director for Curatorial Affairs, Ackland Art Museum

Peter Nisbet is the Deputy Director for Curatorial Affairs at the Ackland Art Museum, overseeing a department that is responsible for the exhibitions and acquisition program, the permanent collection, conservation, and collection management. He works actively in donor and collector cultivation. A leading expert in Russian and German art of the 20th century, Nisbet has organized several major international traveling exhibitions on European art between the wars, publishing extensively on that period. He has also written and lectured about the history, theory, and practice of art museums. At the Ackland Art Museum, he has been the organizing curator of many exhibitions, including *Testing Testing: Painting and Sculpture since 1960 from the Permanent Collection* (2015), *PhotoVision: Selections from a Decade of Collecting* (2014), *"The New Found Land": Engravings by Theodor de Bry from the Collection of Michael N. Joyner* (2014), *A Season of Japan* (2012), *Carolina Collects: Modern and Contemporary Art from Alumni Collections* (2011), and *DeNatured: German Art from Joseph Beuys to Martin Kippenberger* (2010). He also served as Chief Curator (2009-2016) and Interim Director (2014-2016). Before moving to Chapel Hill, Nisbet was the Daimler-Benz Curator at the Busch-Reisinger Museum and a Senior Lecturer at Harvard University. He held previous posts at the Yale University Art Gallery in New Haven, CT and the Metropolitan Museum of Art in New York, NY. Peter has a M.A. and Ph.D. from Yale University and a M.A. and B.A. from Cambridge University.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Director of External Affairs will have

- demonstrated administrative and managerial experience;
- experience in major gift fundraising, donor relations, project management, and communications, preferably in a cultural environment or in higher education;
- thorough knowledge of and sensitivity to the nature and purpose of university museums and public higher education and the role that donor relations and strategic communications play in it;
- knowledge of areas of the arts, art history, and museum fundraising;
- proven track record of success in fundraising, marketing, and communications;
- ability to articulate the Museum's mission, vision, and role to a wide range of audiences both verbally and in writing;
- exceptional written, oral, and interpersonal skills;
- detail-oriented disposition with excellent organizational and computer skills;
- ability to meet multiple deadlines, to work independently, meet high goals, and interact effectively with alumni, friends, faculty, and staff in a public research university;
- experience creating and implementing a development plan and campaign plan and working with and inspiring the confidence of multiple constituencies, including volunteers, top-level donors and prospects, and administrative officials; and
- ability and willingness to travel extensively, as needed to accomplish goals.

A Bachelor of Arts degree in the humanities or related field is required for this position as is a minimum of seven to ten years of successful fundraising experience with a demonstrated record of accomplishments with regard to major gifts.

SALARY AND BENEFITS

The University of North Carolina offers a competitive benefits and compensation package.

DIVERSITY AND INCLUSION

The University of North Carolina at Chapel Hill is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to age, color, disability, gender, gender expression, gender identity, genetic information, race, national origin, religion, sex, sexual orientation, or status as a protected veteran.

LOCATION

This position is based in Chapel Hill, North Carolina.

APPLICATION PROCESS

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 Tim Child: timchild@aspenleadershipgroup.com.

All inquiries will be held in confidence.

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