

# ASPEN • LEADERSHIP • GROUP

**CHIEF ADVANCEMENT OFFICER**  
**NATIONAL MUSEUM OF WILDLIFE ART OF THE UNITED STATES**  
**Jackson Hole, Wyoming**  
<http://wildlifeart.org>



The Aspen Leadership Group is proud to partner with the National Museum of Wildlife Art of the United States in the search for a Chief Advancement Officer.

The Chief Advancement Officer will lead NMWA's advancement strategy, manage day-to-day operations, and make fundraising solicitations at a leadership level. This individual will work closely with the Museum Director, advancement, marketing, program staff, museum staff, and the Board of Directors to build NMWA's capacity and impact over time. The Chief Advancement Officer will help NMWA connect with donors in the right way, build the right team, build the right systems, and come up with the strategies to support NMWA's next phase of growth. The Chief Advancement Officer will have a strong external presence and fundraising experience in addition to strong management skills.

NMWA raises money from individuals, businesses, and foundations. The museum relies on a combination of memberships (currently 1,800), major gifts, event sponsorships (currently 4-5 fundraising events per year), and grants. The Chief Advancement Officer has responsibility for overseeing the management for this as well as raising a large part the annual budget for NMWA. The successful candidate will build NMWA's capacity for the long-term fundraising success, in a sustainable way that will allow NMWA to do its work through the ups and downs of economic cycles.

The National Museum of Wildlife Art serves a multiplicity of communities, from local families to international visitors, by providing access to superb works of art, and engaging them in programming that inspires and enlightens. One of every eight NMWA visitors is a grade-school youth and staff is dedicated to arts education. NMWA collaborates actively with other non-profit organizations, employs local and visiting artists, partners with the school district and private institutions, and introduces major works of art that entice visitors to consider humanity's relationship to nature. With its national designation, the museum draws the eye of art connoisseurs through advertising, social media, books, scholarly publications, and events. The museum welcomes 65,000 visitors annually, including 8,500 school children. More than 60,000 visitors attend one of the museum's traveling exhibitions and the museum has 185,000 unique visitors to its website annually.

## **REPORTING RELATIONSHIPS**

The Chief Advancement Officer is a member of the senior leadership team, reporting to the Museum Director, and as such is an important contributor to NMWA's overall strategic direction.

## **PRINCIPAL OPPORTUNITIES**

The Museum is seeking an extraordinary leader and fundraising professional who shares our values, and who has the vision to take NMWA to the next level. We have impressive ambitions to increase our impact, which will require a significantly expanded base of support.

The successful candidate will have the opportunity to build a team of professionals who can elevate the Museum's philanthropic successes in a way that has never been accomplished. The opportunity for building on the current base of support is tremendous. Teton County Wyoming has one of the highest per capita incomes in the nation and provides an excellent environment for increasing the Museum's financial capacity. These relatively untapped resources provide an exciting opportunity for the right candidate to produce additional financial support for the Museum as it strives to fulfill its mission.

## **PRIMARY RESPONSIBILITIES**

### **Strategy and Planning**

The Chief Advancement Officer will

- work with the Museum Director, department directors, Board, to develop the organization's long term philanthropic and marketing strategies for individual, corporate, and foundation fundraising;
- create and implement annual fundraising plans and campaigns, timelines, and work plans; and
- develop the revenue side of the organization's budget.

### **Management**

The Chief Advancement Officer will

- manage an advancement department of three people, with responsibility for hiring, evaluating, managing, and recruiting talent over time to build a high performing advancement team;
- manage a marketing department of three, while continuing to increase membership and attendance;
- manage a special events department of two;
- coach, mentor, and develop the staff to achieve their highest potential;
- nurture a culture of excellence, learning, and continuous improvement;
- ensure that NMWA has the right tools and systems in place to support its fundraising work;
- work closely with the policy and public engagement teams at NMWA to ensure an integrated approach to all outreach, capacity building, and externally-facing work;
- ensure that NMWA's fundraising and cultivation events are produced to high standards, are loved by donors, and are productive for the organization; and
- ensure that NMWA's external communications from advancement are compelling and effective.

### **Donor Relations**

The Chief Advancement Officer will

- build strong relationships with Board members, donors, and prospects;
- mobilize Board members and senior staff members to be successful relationship builders, fundraisers, and museum ambassadors;
- ensure that appropriate stewardship plans and systems are in place;
- mobilize the staff and Board leadership as fundraisers; and solicit and close asks.

## KEY COLLEAGUES



**Steve Seamons**  
**Museum Director**

Steve Seamons began his non-profit career at the National Museum of Wildlife Art of the United States in 2009, as Director of Operations, and has been Museum Director since October 2016. He has 25 years of experience in management, finance, and tourism. Before joining the National Museum of Wildlife Art of the United States staff, he was the Controller at Snake River Lodge and Spa where he oversaw all aspects of accounting for this “RockResorts” property which was managed by Vail Resorts Management Company. Additionally, he was the controller for the nationally published magazine *Western Interiors & Design*, founded in Jackson Hole, Wyoming.

Seamons holds a Bachelor of Science degree in Accounting from Utah State University. He held a CPA license while practicing public accounting for seven years in Utah, where he was a member of the Utah Association of Certified Public Accountants. He graduated from Leadership Jackson Hole, and is a current member of the Rotary Club of Jackson Hole.



**Scott Kirkpatrick**  
**Trustee**

Scott Kirkpatrick is founder and president of Teton Capital Advisers, managers of the Teton Capitol Fund, LP. Prior to forming Teton Capitol, Kirkpatrick was in institutional equity sales at A.G. Edwards, where he won the Albert Gallatin Award for outstanding performance. After graduating from Vassar College in 1987, he was a mergers and acquisitions analyst at Donaldson, Lufkin & Jenrette.

Kirkpatrick majored in political philosophy under David Kelley, who later founded the Objectivist Center. On scholarship at Oxford University, he wrote his thesis, justifying Locke over Marx, in support of the free market economy. In college, Kirkpatrick set a Guinness World Record debating "Government which governs best, governs least."

He lives in Jackson Wyoming with his wife, Carrie, and their 2 daughters, Lyla and Corly.



**Adam Duncan Harris**  
**Petersen Curator of Art and Research**

Adam Duncan Harris has been Curator of Art and Research with the National Museum of Wildlife Art in Jackson, Wyoming, since 2000.

Harris attended Brown University in Providence, Rhode Island, receiving a Bachelor's degree in Sociology, then returned to Laramie to study at the University of Wyoming for a Master's degree in American Studies. He finished his academic studies at the University of Minnesota, where he received a Ph.D. in Art History.

Harris is the author of *Wildlife in American Art: Masterworks from the National Museum of Wildlife Art* and editor of the award-winning *Bob Kuhn: Drawing on Instinct*, both published by the University of Oklahoma Press. He recently curated a touring exhibit in conjunction with the Smithsonian American Art Museum, entitled *George Catlin's American Buffalo*, which also features a full-color catalogue with essay and helped organize the touring exhibit curated by B. Byron Price, *Harmless Hunter: The Wildlife Work of Charles M. Russell*. In 2017, he received the Wyoming Governor's Art Award.



**Jane Lavino**

**Sugden Family Curator of Education and Exhibits**

Over the past 26 years, Jane Lavino has built an award-winning program at the National Museum for Wildlife Art reaching over 15,000 adults and children annually. She and her team of educators make fine art relevant and accessible to diverse audiences.

In addition to her work at the museum, Lavino has served on panels and has taught workshops to promote arts education in Wyoming. She is a Wyoming certified K-12 art educator.

Lavino advocates for exhibition of student artwork statewide. She served as the Wyoming Coordinator for the Federal Jr. Duck Stamp program for 16 years. Lavino's academic degrees are in visual art and cultural anthropology from Bowdoin College in Brunswick, Maine. College Honors include three time All American cross country runner designation, Maine Hall of Fame Scholar/Athlete inductee, and membership in the academic honor society, Phi Beta Kappa.



**Margo Caslavka**

**Executive Assistant to the Museum Director**

Margo Caslavka has been with the National Museum of Wildlife Art in Jackson, Wyoming, since February 2015.

After graduating from the Kirov Academy of Ballet in Washington, DC, Caslavka went on to dance professionally with BalletMet in Columbus, Ohio. She then completed a B.A. in Communication and Minor in Russian at University of Southern California and an M.A. in Non-Profit Management at Webster University, Leiden, The Netherlands. She has worked in the IT and non-profit sectors over the past 14 years and has lived in Jackson, Wyoming since 2011.

### **CANDIDATE QUALIFICATIONS AND QUALITIES**

The successful candidate for the position of Chief Advancement Officer will have

- demonstrated experience in fundraising and marketing;
- deep knowledge of the fundamentals of philanthropy;
- comfort asking for money;
- ability to engage marketing concepts to increase and sustain attendance;
- ability to connect well with many different kinds of people;
- exceptional strategic skills;
- track record of success at building relationships and closing five-, six-, and seven-figure gifts;
- marketing experience working with not for profits;
- strong management skills;
- exceptional people skills;
- energy, initiative, creativity, and drive;
- excellent spoken and written communications skills; and
- love of the community in all its complexity.

A bachelor's degree is required for this position as is a minimum of 5 years of experience in a related field. A master's degree and/or 7 years or more of experience is preferred.

### **SALARY & BENEFITS**

The National Museum of Wildlife Art of the United States offers a competitive benefits package.

### **LOCATION**

This position is located in Jackson Hole, Wyoming. Jackson Hole is an exciting community that serves a local population of 23,000 in Teton County and a robust annual visiting population of over 4 million. The opportunities in Jackson Hole far exceed that of a typical rural community. Access to world-class cultural attractions is part of the tourism experience that draws international visitors to Wyoming.

The Museum's location is well situated to welcome local, regional, statewide, national, and international guests. The community population sees NMWA as "their museum," a gathering spot, an educational extension, a place to study or dine, as a meeting venue or for a night on the town. Families, individuals, and groups visit the museum for its value, providing a relatively inexpensive way to be transported by fine art from around the globe.

### **DIVERSITY AND INCLUSION**

The NMWA is an Equal Opportunity Employer. Applicants for positions at the National Museum of Wildlife Art are considered without regard to race, creed, color, country of origin, sex, age, citizenship, disability, marital status, or sexual orientation.

### **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, please contact Anne Johnson: [annejohnson@aspenleadershipgroup.com](mailto:annejohnson@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*

## **ASPEN • LEADERSHIP • GROUP**

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