



**DIRECTOR OF DEVELOPMENT  
SMART MUSEUM OF ART  
UNIVERSITY OF CHICAGO  
Chicago, Illinois**

[Smart Museum of Art, University of Chicago](#)



The Aspen Leadership Group is proud to partner with the Smart Museum of Art at the University of Chicago in the search for a Director of Development.

The Director of Development will lead and coordinate arts related fundraising efforts for the Smart Museum of Art. The Director will design and implement comprehensive strategies to identify, cultivate, and solicit annual, major, and principal gift donors in collaboration with Smart leadership, the Smart Board of Governors, and development colleagues. Working closely with the Smart and University Alumni Relations and Development teams, the Director will identify funding opportunities, support individual and foundation donor engagement opportunities and solicitations, and collaborate with the Smart Board and Smart Director to develop strategic approaches for fundraising growth. This is a senior fundraising position with management responsibilities for the Smart Museum fundraising team and will work closely with other arts leaders across the University of Chicago as well as develop partnerships with other University of Chicago fundraising colleagues.

The Smart Museum of Art at the University of Chicago, located in one of the nation's greatest cities for art and on the campus of one of the world's leading research universities, opens the world through art and ideas. Dedicated on October 22, 1974, the Smart Museum of Art is a site for rigorous inquiry and exchange that encourages the examination of complex issues through the lens of art objects and artistic practice. Through strong community and scholarly partnerships, the museum incorporates diverse ideas, identities, and experiences into its exhibitions and collections, academic initiatives, and public programming.

The Smart Museum is widely known for its ambitious exhibitions and programs. Its collaborations with scholars and students have animated its collection both historically and conceptually. The museum plays a central role in the university's arts initiatives and programs which has brought extraordinary new focus and energy to the arts on campus. At the same time, the museum collaborates closely with other units on campus as well as institutions and scholars in the city and across the country. Its exhibition projects often arise from partnerships with other institutions and travel nationally and internationally. The Smart Museum is also deeply dedicated to engaging its surrounding communities through programming that offers visitors of all ages a transformative experience involving significant and often unexpected examples of artistic expression.

## **REPORTING RELATIONSHIPS**

The Director of Development will report directly to the Assistant Vice President for Development, Arts and Humanities, and to the Dana Feitler Director of the Smart Museum of Art.

## **PRINCIPAL OPPORTUNITIES**

The Smart Museum of Art at the University of Chicago plays a central role in the university's arts initiatives and programs, which has brought extraordinary new focus and energy to the arts on campus. At the same time, the museum collaborates closely with other units on campus as well as institutions and scholars in the city and across the country. The Smart is a part of the arts ecosystem at the university including academic departments and programs in the Division of the Humanities and the College, UChicago Arts, as well as professional organizations including the Court Theatre, Oriental Institute Museum, Renaissance Society, Neubauer Collegium for Culture and Society, and University of Chicago Presents, as well as more than 60 student arts organizations, in forging an integrative model for practice, presentation, and scholarship.

This is an exciting moment to join the Smart Museum, as it has recently reinvested in its mission as a university art museum through the founding of the Feitler Center for Academic Inquiry with a \$5 million gift, completed a strategic planning process, and is beginning to plan for a fundraising effort around the museum's 50<sup>th</sup> anniversary celebration in 2024. The University of Chicago finished a multi-billion-dollar campaign at the end of December 2019 and the Smart Museum is eager to build on that momentum to develop a robust major and principal gifts program.

The university's leadership including Executive Vice President David Fithian, and University Trustee and Smart Board Chair, Mary Lou Gorno, will be strong strategic partners in engaging top prospects for the museum. The Director of Development will also have strong advocates and resources from the central Alumni Relations and Development unit. There is great opportunity to engage and further develop the Smart Board of Governors as well as grow the Smart Partners membership program.

## **PRIMARY RESPONSIBILITIES**

The Director of Development, Smart Museum of Art will

- develop and lead Smart's fundraising activities including annual giving, major gifts programs, fundraising events, campaigns, and institutional funding as well as create and refine cases for support;
- lead, collaborate, and manage the creation and implementation of a strategy for the identification, cultivation, solicitation, and gift closure of individual and foundation major prospects in collaboration with Alumni Relations & Development staff and leadership;
- work with the Smart Director in supporting the Smart Board of Governors, including overseeing and managing Board committees;
- build and manage a portfolio of 75-100 individual prospects, and partner with fundraising colleagues on multi-interest prospects to include Smart solicitations in their overall prospect solicitation plans;
- monitor progress against goals, ensuring that deadlines are met;
- manage and supervise a team of three fundraising professionals;
- hire, manage, develop, and evaluate development staff as needed and as assigned;
- encourage staff members' professional growth and participation in the life of the university;

- establish annual staff performance goals, allocate resources, assess performance, and inform individual merit and/or promotional increases;
- assist with the planning and execution of events, including the bi-annual fundraising Gala, working directly with the Board and Gala committee; and
- monitor and manage an annual development budget, and address budget variances as they occur.

#### KEY COLLEAGUES



**Jill Sterrett**

**Interim Director, Smart Museum of Art**

Jill Sterrett is the Interim Director of the Smart Museum of Art at the University of Chicago. She joined The Smart Museum as Deputy Director for Museum Affairs and Strategic Impact in 2018. Under this newly created leadership role, Jill has led the strategic planning and interdepartmental efforts that reimagine the museum's role as a catalyst for learning in the 21<sup>st</sup> century, making it a site to better serve students and faculty at the University of Chicago, the surrounding communities, and national and international partners. The position aligns innovative exhibitions and collections programs with sound financial oversight and fosters a work culture to support the long-term success and sustainability of The Smart

Museum and its vital role within UChicago Arts.

Prior to joining the Smart, Jill worked at the San Francisco Museum of Modern Art for nearly three decades where she held various roles including Paper Conservator (1990–2000), Head of Conservation (2000–2002), and Director of Collections (2002–2018). As the Director of Collections, Jill built and then led the activities of six allied departments in a museum structure designed to put the voices of living artists at the center of collaborative approaches to art stewardship and research. She actively participated in SFMOMA's expansion campaign (\$632 million), including many aspects of the museum's design, construction, and fundraising.

Jill has also worked at the Fine Arts Museums of San Francisco, the Library of Congress, the Philadelphia Museum of Art, the National Library of Australia, and the National Gallery of Victoria. Jill is a graduate of Denison University with a B.A. in Chemistry and a B.A. in Art History. Jill earned her M.A. in Art Conservation in 1984 from the Cooperstown Graduate Program. Jill was also a 2007 Fulbright scholar at the University of Porto. In addition to her leadership at the Smart, Jill serves as Board President of Voices in Contemporary Art and on the board of Beta by Design, two organizations dedicated to art and education.



**Bill Michel**

**Associate Vice President and Executive Director**

Since 1992, Bill Michel, has played an active arts leadership role at the University of Chicago. Bill currently serves as Associate Vice President and Executive Director of University of Chicago Arts and the Reva and David Logan Center for the Arts. From fall 2015 through spring 2017, Bill also served as the Interim Director of the Smart Museum of Art. Early in his career, Bill led the substantial growth of student engagement in theater and the arts and partnered with Dean John Boyer to enhance the student experience outside the classroom. Through his role as Director of University Theater, Bill developed an arts-in-education program that served public schools throughout Chicago's south side and worked closely with faculty colleagues to launch a new academic theater program.

A member of the University's Arts Steering Committee, Bill leads efforts to enhance visibility for UChicago Arts, encourages creative collaborations across the university and throughout Chicago, continues to work with faculty and staff colleagues to develop the university's arts practice and scholarship initiatives, including the Arts Science and Culture Initiative and Gray Center for Arts and Inquiry, and the university's arts-based community engagement efforts, including the Arts + Public Life initiative, the Arts Block, and UChicago Arts K-12 Arts Education Initiative - Amplify.

As the Inaugural Executive Director of the Logan Center, Bill has worked with academic departments, university presenting organizations, and other colleagues across the university as well as many south side and city-wide artists and organizational partners to ensure that the Logan Center is a home of artistic practice that contributes to the vibrant cultural scene on the Southside and across Chicago while encouraging creativity in the next generation through various youth and family programs.

From 1995 to 2009, Bill served in several leadership roles leading the College's efforts to enrich the quality of student life, build a sense of community on campus, and support student success upon graduation. Off campus, Bill serves as a member of Board of the South Side Community Arts Center and is a member of the Honorary Board for About Face Theatre (having served as a member of the AFT Board for 14 years including 9 years as President). Recently, Bill has been recognized for his partnership work with artists and organizations across Chicago to support the jazz community. The Hyde Park Jazz Festival recognized Bill in spring 2015, the Jazz Institute of Chicago named Bill the Irma J. Pickens Outstanding Jazz Advocate of the year in October 2017, and the Englewood Jazz Festival recognized Bill with the Spirit of Jazz Award in 2018. Bill is 1992 graduate of The College at the University of Chicago with a B.A. in Politics, Economics, Rhetoric, and Law and a 2008 graduate of the University of Chicago Booth School of Business.



**Stephanie Oberhausen**

**Assistant Vice President for Development**

Stephanie Oberhausen currently serves as the Assistant Vice President of Development responsible for strategic oversight of the university's fundraising for the Humanities and the Arts units including the Smart Museum of Art, the Division of the Humanities, Arts + Public Life, Court Theatre, the Gray Center for Arts and Inquiry, Arts Science & Culture Initiative, the Logan Center for the Arts, the Neubauer Collegium for Culture and Society, the Stevanovich Institute on the Formation of Knowledge, the University Library, and other initiatives sponsored by the Provost's Arts Steering Committee.

Stephanie joined the university in 2010, first in Individual Giving at Chicago Booth School of Business and in 2014 as Director of Principal Gifts at the university, working with a portfolio of prospects that allowed her to build meaningful relationships with donors and campus leaders in the Humanities and the Arts.

Prior to coming to University of Chicago, Stephanie led the fundraising programs for DePaul University's School of Music and the Lake Forest Symphony. She also served as a fellow for the League of American Orchestras, working with the Aspen Music Festival, North Carolina Symphony, Los Angeles Chamber Orchestra, and Dallas Symphony Orchestra. Stephanie holds a B.M. in flute performance from Vanderbilt University as well as an M.A. in arts administration from the University of Cincinnati College-Conservatory of Music and an M.B.A. from the University of Cincinnati.



**Mary Lou Gorno, MBA'76**

**University Trustee, University of Chicago**

**Managing Director, Ingenuity International, LLC**

Mary Lou Gorno is Managing Director of Ingenuity International and leads the CEO and Board practice for Fortune 500, mid-cap and privately-owned companies. As a board and CEO advisor, she specializes in organizational governance, succession planning, and leadership issues. Mary Lou joined the executive search profession with more than two decades of experience in marketing, media, and strategic planning. As a senior executive at Leo Burnett Worldwide, an advertising agency and division of Publicis Groupe, she assumed global business-building responsibility for Reebok Inc., Walt Disney Company, and the Procter & Gamble Company.

Mary Lou was elected to the Board of Trustees of the University of Chicago in 2004 and serves as Vice Chair and member of its Executive Committee. In addition to serving on several university councils, Mary Lou also serves as a Trustee of the National Opinion Research Center (NORC) and Chair of the University of Chicago Phoenix Society, where she oversees efforts to increase membership and strengthen the university's gift planning initiatives.

Mary Lou served as the Chair of the Board of Trustees and Chair of the Capital Campaign at Saint Mary's College, and received an Honorary Doctor of Humanities. Her philanthropic work includes serving as Vice Chair and a member of the Executive Committee of the Board of Trustees of the Chicago Symphony Orchestra. Mary Lou also is Vice Chair of the Archdiocese of Chicago Catholic School Board and is a Director of the Chicago Humanities Festival.

Mary Lou earned a B.A. from Saint Mary's College, an M.S. in Journalism from Northwestern University, and an M.B.A. from the University of Chicago Booth School of Business.

## **PREFERRED QUALIFICATIONS**

The Smart Museum of Art, University of Chicago seeks a Director of Development with

- experience soliciting and closing major gifts;
- experience building a high-performing team;
- experience leading a project team and managing staff;
- a demonstrated record of organizing successful fundraising, marketing or membership programs;
- an ability to communicate effectively and with influence;
- the ability to exhibit resilience and optimize resources;
- the ability to serve as a brand ambassador for the University of Chicago; and
- demonstrated experience fostering partnership and collaboration.

A bachelor's degree is required for this position. At least seven years of experience in a related discipline is required.

## **DIVERSITY, EQUITY, AND INCLUSION**

Diversity is critical to the process of discovery. At the University of Chicago, different backgrounds, viewpoints, and perspectives are not only sought after and encouraged, they are the building blocks that make rigorous inquiry possible. The University of Chicago is committed to enabling all people to fully participate in the life of the university. Diversity is not only an ideal to which it strives, but a core institutional value. The university is dedicated to creating an environment where people of different backgrounds feel valued and where their ideas and contributions can flourish. The University of Chicago promises to remain vigilant and dedicated – ceaselessly working to identify and remove barriers to full participation. For these efforts to be successful, this work needs to happen at a grassroots level and an institutional one.

The University of Chicago is an Affirmative Action/Equal Opportunity/Disabled/Veterans Employer and does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national or ethnic origin, age, status as an individual with a disability, protected veteran status, genetic information, or other protected classes under the law.

## **SALARY AND BENEFITS**

The University of Chicago offers a competitive salary and benefits package. As the second largest private employer in the Chicago area, the university is able to offer a wide variety of benefits programs and resources to its staff members including childcare, elder care consultation, dental plans, disability benefits, flexible spending accounts, health plan options, retirement plans, training and development opportunities, and tuition benefits.

## **LOCATION**

Designed by architect Edward Larrabee Barnes, the Smart Museum of Art and Cochrane-Woods Art Center (home to the university's art history department) are a set of modernist, limestone-paneled buildings centered on a shared sculpture garden on the north edge of the University of Chicago's campus in historic Hyde Park. The simple design of the museum strikes a balance between academic, contemplative, and public spaces dedicated to the visual arts. The museum's interior was reconfigured and renovated in 1999,

under the direction of Vinci/Hamp Architects, and features a large, light-filled reception hall and a series of smaller galleries. In a project led by Chandra Goldsmith in partnership with UrbanLab, the courtyard was re-landscaped in 2008 and now features a quilt-like grid of natural spaces, river stones, and sculpture.

#### APPLICATION INSTRUCTIONS

All applications must be accompanied by a résumé and a cover letter. ***Cover letters should be responsive to the mission of the Smart Museum of Art, University of Chicago.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Director of Development, Smart Museum of Art, University of Chicago.](#)

*To nominate a candidate, please contact Tim Child:*

[timchild@aspenleadershipgroup.com.](mailto:timchild@aspenleadershipgroup.com)

*All inquiries will be held in confidence.*