



JOB OPENING – DIRECTOR OF DEVELOPMENT

The Art Students League of New York (“The League”) is looking for an experienced **Director of Development** to lead The League's fundraising and development efforts, including funding for potential capital campaigns.

As a member of the senior management team, this position will report directly to the Executive Director and work closely with the Executive Director, the Director of Marketing/Creative Services, and the Chief Financial Officer, to develop a strategic development plan for raising funds from members, donors, prospects, foundations, and corporations.

The Director of Development will build, manage, and expand relationships with current donors and friends of the League, identify and qualify prospective donors, and develop detailed strategies in support of potential capital campaigns.

This position has direct responsibility for the career growth and development of the Development/Database Manager.

ESSENTIAL RESPONSIBILITIES:

- Raise funds from individuals, corporations and foundations that will support operations and growth initiatives.
- Work closely with the Executive Director, Chief Financial Officer, and Development Committee to establish an annual fundraising target, detailing the strategy and budget required to address the financial needs of the organization.
- Manage the Development/Database Manager and work closely/collaborate with other internal staff involved in development-related initiatives (e.g., Gallery & Exhibitions department, *Exhibition Outreach*, *Seeds of the League*, *Lines from the League*, *Model to Monument program*, etc.)
- Provide input to the marketing and graphic services department for all development-related communications (e.g., solicitations to members, corporate institutions, foundations, grants, donors, and/or prospective donors; social media campaigns; annual and summer marketing appeals; the development and communications section of the ASL website and newsletters).
- Act as the main liaison between the Executive Director and the Board development committee to solicit input needed to move fundraising plans ahead.

- Direct the planning, scheduling, and implementation of development initiatives and activities.
- Solicit and screen a high potential “short list” of donors to be personally cultivated by the Executive Director and Board of Directors.
- Work closely with other League staff as necessary to plan, implement, and manage development initiatives.
- Expand target donors through community relations, speaking engagements, alumni outreach, newsletters, and charitable events.

OTHER RESPONSIBILITIES

- Develop and maintain positive relationships across The League, including members, donors, institutions, Board members, and the Press (when appropriate).
- Support the Executive Director as a ‘spokesperson’ as needed, to promote the League and its programs internally and externally.
- Supervise the Development/Database Manager who is responsible for managing the League’s fundraising database (Raiser's Edge), data entry, and gift processing.
- Prepare quarterly Board meeting presentations and documents in support of development activities.

UNIQUE REQUIREMENTS OF THIS JOB:

- Possesses personal and professional confidence and ‘gravitas’ to interact at the Executive and Board level.
- A demonstrated ability to solicit major gifts, with an established network of individuals who are interested in supporting the arts in general, and The League in particular.
- Has cultural sensitivity and the communication skills necessary to tailor messages to various audiences and in turn, be an effective representative of the League to its diverse constituencies.
- A proven ability to partner and collaborate with other organization staff.
- Demonstrated success in planning, implementing, and managing significant development projects to achieve organization objectives.
- An ability to take the initiative and make things happen.
- Broad based knowledge of art and its history/cultural impact.
- A passionate commitment to The Art Students League’s mission and vision.
- A visionary spirit to develop unique and effective fundraising plans.

JOB QUALIFICATIONS:

Degree(s) Preferred: BA or BS from an accredited College or University required; an MA in nonprofit management, public relations, development/ fundraising, or business administration highly desired.

Years of Experience Desired: 10+ years of development/fundraising experience in a nonprofit organization; a history of progressively responsible experience in development and fundraising, managing staff and budgets.

Certification(s) Required/Preferred: CFRE desirable but not required.

Industry Knowledge: Nonprofit experience in the field of art and/or education a plus.

Computer Experience: Experience or familiarity with Raiser's Edge fundraising database software; Proficient in MS Office: Word, Excel, PowerPoint

ABOUT THE ART STUDENTS LEAGUE

The Art Students League of New York was founded in 1875 and remains an institution run by artists in support of artists. The League fulfills its mission by offering accessible, affordable, high quality education and instruction in painting, drawing, printmaking, sculpture, metal work and mixed media in the context of an Atelier system. There are no entrance requirements, degrees or set curriculum. Students come for a hands-on studio education accessible to anyone who truly aspires to develop as an artist, whether they seek to pursue a profession in the fine arts or are just beginning their artistic journey. Each month, more than 2,500 students of all ages, backgrounds and skill levels, study on-site at the League or through the League's online e-atelier class program.

Many famous artists who have shaped the vocabulary of art worldwide have been instructors, lecturers, and students at the League. They include Georgia O'Keeffe, Romare Bearden, Jackson Pollock, Carmen Herrera, Robert Rauschenberg, Adrian Piper, Louise Bourgeois, Alexander Calder, James Rosenquist and Ai-Weiwei, among many others.

Web site: www.theartstudentsleague.org

Facebook page: <https://www.facebook.com/aslnyc/>

BENEFITS:

This position is eligible to participate in all insurance, retirement plan, and other fringe benefits offered through The Art Students League of New York, including but not limited to, medical, dental (voluntary), and the Company's 401(k) program.

TO APPLY FOR THIS POSITION:

Please email your resume and salary requirements along with a cover letter stating why your background and experience makes you the perfect candidate for this position. Applications should be emailed to: careers@artstudentsleague.org

The Art Students League is committed to creating a diverse environment and is proud to be an

equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. The Art Students League complies with all applicable state and local laws governing nondiscrimination in employment.

Please note that due to the many resumes we receive we are only able to reply to those candidates selected for an interview. Thank you for your interest in this position and for your understanding.

Principals only. Recruiters, please do not contact or call.