

# THE RENAISSANCE SOCIETY

## DIRECTOR OF DEVELOPMENT POSITION GUIDE

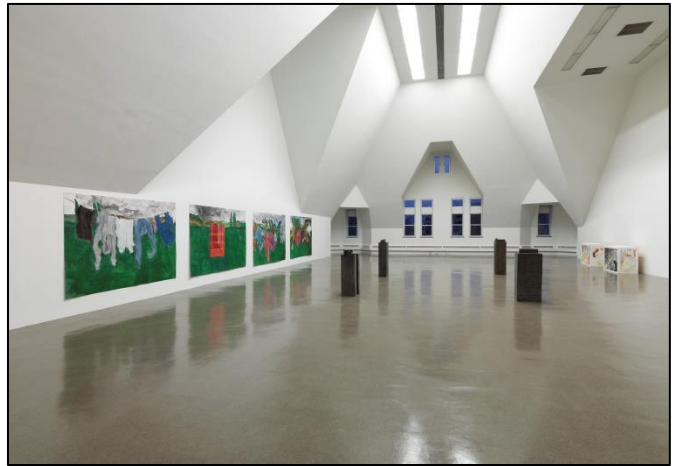
### ABOUT THE RENAISSANCE SOCIETY [www.renaissancesociety.org](http://www.renaissancesociety.org)

The Renaissance Society at the University of Chicago presents contemporary art exhibitions, events and publications. Founded in 1915 by a group of faculty members, The Ren is an independent, non-collecting museum that combines a flexible, experimental ethos with focused, rigorous inquiry.

The Renaissance Society aims to create the best possible conditions for art and artists, and the commitment to supporting ambitious artistic expression frequently takes the form of newly commissioned exhibitions. Regular events include artist talks, lectures, concerts and readings, which present opportunities for further discovery and discussion, while their publications offer critical reflection on and documentation of the exhibitions.

During the first 100 years, over 3400 individuals have contributed to the Ren's program. Artists include: Henri Matisse, Alexander Calder, Fernand Léger, Mies Van Der Rohe, Käthe

Kollwitz, Joseph Cornell, Joseph Kosuth, Louise Bourgeois, Dan Graham, Mike Kelley, Isa Genzken, Felix Gonzalez-Torres, Kerry James Marshall, Joan Jonas, Steve McQueen, Danh Võ, Nora Schultz, and Mathias Poledna.



### THE DIRECTOR OF DEVELOPMENT

The Renaissance Society is seeking a Director of Development to develop and implement a comprehensive and diversified fundraising program that will include major and individual gifts, annual giving and membership, corporate support and foundation gifts. Additionally, s/he will manage the "Editions" program for the museum, giving donors access to special editions of art for purchase in support of the Ren. The Director of Development will work closely with the Board of Directors to develop and leverage their support, and to implement The Ren's development plan. The Director of Development reports to Executive Director and Chief Curator, Solveig Øvstebø.

### RESPONSIBILITIES

The Director of Development will have the following responsibilities:

- Create and implement a three-year strategic plan for development that increases fundraising activity and includes major giving, annual giving, membership, events, corporate and foundation support.

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- Design and implement a major gifts effort with a focus on cultivation, solicitation and stewardship of individual and foundation donors.
- Manage the cultivation and solicitation of a personal portfolio of donors, and close gifts alone or with Board members and/or the Executive Director.
- Provide staff support to the Board of Directors and manage their solicitation activities. Staff the Board's Development Committee and other committees as appropriate.
- Identify new Board candidates.
- Plan and execute fundraising events including donor cultivation events, the annual RenBen and board trips. Actively recruit volunteers for the annual benefit.
- Develop and implement strategies for an annual giving campaign and supervise its execution.
- Oversee the institution's membership program and devise strategies to grow it.
- Work with the Executive Director to promote and strategically develop The Renaissance Society's "Editions" program.
- Develop and maintain an appropriate grants calendar, and review and approve all grant proposals, budgets and supplemental materials. Maintain relationships with program officers.
- Work closely with Executive Director to maintain best practices for donor cultivation, solicitations and stewardship.
- Oversee the management of museum's Abila database of members, donors and prospects.
- Oversee all development correspondence including proposals, thank you and acknowledgment letters, and formal and informal reports.
- Conduct prospect research as needed.
- Attend opening receptions and events outside of business hours, as necessary.



## **QUALIFICATIONS**

The ideal candidate will bring the following qualifications:

- A minimum of five to seven years of nonprofit fundraising experience; a track record of success in growing a comprehensive development program with experience in major giving, foundation and corporate relations, annual giving and membership. Previous capital campaign experience is a plus.
- The ability to set strategic direction for a complex development program, monitoring results and ensuring they comply with larger organizational goals.
- Knowledge of planning, finance, budgeting and development information systems.

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- Strong leadership skills with experience managing staff.
- Prior experience managing board development committees and guiding and supporting their fundraising efforts.
- Excellent communication skills, both written and spoken, and the ability to articulate complex messages to a varied constituency; a persuasive ability to generate support on behalf of the museum.
- A demonstrated record of designing and implementing successful direct fundraising initiatives, including prospect research, individualized cultivation, solicitation and recognition strategies.
- Proven ability to cultivate and expand a donor base, particularly in the area of major gifts.
- A commitment to the integrity of donor data; working experience with donor databases is essential.
- A passion for the arts and a commitment to the mission of The Renaissance Society.
- Demonstrated commitment to working collaboratively with peers, staff and management.
- Ability to prioritize tasks and effectively manage competing timelines in a fast-paced environment.
- A “can-do” spirit and willingness to pitch in to help the team.
- Proven ability to work with limited staff resources.
- Ability to handle confidential matters with a high level of integrity.
- Ability to travel locally and work non-traditional hours.
- A bachelor’s degree from an accredited college or university.

## **APPLICATION**

The Renaissance Society has retained Campbell & Company to conduct the search for the Director of Development. This search is being conducted by Kris McFeely, Senior Consultant, and Joey Scheiber, Associate Consultant. To be considered for this opportunity, please send a letter of interest and resume to:

**Joey Scheiber**

Associate Consultant, Executive Search  
joey.scheiber@campbellcompany.com

(312) 896-8897 direct

**Campbell & Company**

[www.campbellcompany.com](http://www.campbellcompany.com)