



Director of Philanthropy

Objective: The Director of Philanthropy will have responsibility for raising approximately \$3 million annually in support of Museum operations and programs, with a particular emphasis on building relationships with major donors giving in the \$25,000–\$100,000 range, as well as supporting special fundraising initiatives. This role is intentionally structured for a leader who excels at both strategy and execution: someone who enjoys setting direction, building systems, developing people, and cultivating meaningful donor relationships.

With strong board engagement, a distinctive mission, and an established donor base, the Museum offers a platform to shape a sophisticated, donor-centered development program and elevate philanthropy to its next level of impact. This position is based in Jackson, Wyoming, with the opportunity for a hybrid work environment (up to 2 days a week off site).

Reports to: Executive Director

Key Responsibilities:

Strategy & Leadership

- Design, implement, and oversee the Museum's contributed revenue strategy, including the annual fund; special, multi-year fundraising initiatives; membership; major gifts; and donor events.
- Partner closely with the Executive Director and Chief Advancement Officer to align fundraising strategy with institutional priorities and long-term vision.
- Translate organizational goals into clear fundraising plans, timelines, and performance metrics that drive year-over-year growth.

Major Gifts (\$25,000–\$100,000)

- Personally manage and grow a portfolio of approximately 30 leadership-level donors and prospects capable of making gifts in the \$25,000–\$100,000 range.
- Lead donor strategy, cultivation, solicitation, and stewardship with an emphasis on long-term relationships and sustained engagement.
- Collaborate with trustees and senior leadership on donor identification, strategy, and solicitation, preparing them to be effective partners in philanthropy.

Team Management & Culture

- Supervise, mentor, and inspire four direct reports across development, membership, and events functions, fostering a culture of accountability, collaboration, and professional growth.

- Set clear expectations and key performance indicators for team members, providing coaching, feedback, and support to achieve ambitious goals.
- Build and sustain a positive, mission-driven team culture that reflects the Museum's values and commitment to excellence.

Systems, Process, & Performance

- Establish and refine fundraising systems, processes, and metrics that strengthen performance, support data-informed decision-making, and enhance donor experience.
- Ensure disciplined planning and execution across campaigns and initiatives, balancing creativity with rigor.

Ideal Candidate Profile:

This position offers the chance to lead a core revenue function within a highly visible, mission-driven institution that is deeply rooted in its community and nationally respected. The Director of Philanthropy will have meaningful authority to shape strategy, influence organizational culture, and build a best-in-class fundraising program while working closely with an engaged Executive Director and board.

The ideal candidate is an accomplished development leader who is both strategic and hands-on. This person finds fulfillment in advancing mission through philanthropy, coaching teams, and building authentic donor relationships. This role will particularly appeal to a fundraiser who is energized by major gifts, enjoys managing people and programs, and is eager to grow with an institution that values thoughtful leadership and impact.

Commitment to the Mission, Vision, and Values of the National Museum of Wildlife Art (NMWA):

Mission:

Impart knowledge and generate wonder through art and education.

Vision:

Inspire connections with wildlife and nature.

Values:

Integrity, Excellence, Collaboration, Transparency, Accountability, Financial Responsibility

Qualifications:

- Minimum of five to seven years proven success in meeting fundraising goals, with the ability to attract, influence, engage, and build long-term relationships with donors and key constituents. Experience in museums and/or art institutions is a plus.
- Flexible and adaptable work style with the ability to work some nights and weekends, manage competing demands, and work independently as well as part of a team.
- Four-year college degree or higher required.
- Proficiency with Raiser's Edge or other CRM database systems.
- Strong computer skills, proficiency in Microsoft Office and Google Workspace.

- Excellent interpersonal and communication skills
- Organized, detail-oriented, and self-motivated

Benefits:

Full-time exempt position with salary of \$125,000 to \$140,000 with opportunities for additional bonus compensation.

Full-time employees receive benefits including:

- Housing and Transportation Stipend - \$350 per month or \$4,200 per year
- Medical, Dental, and Vision coverage
- Life Insurance
- 403(b) Retirement Plan Contribution
- 20 PTO days
- 11 Paid Holidays

Physical Requirements:

- Ability to work in a seated environment for up to 8 hours a day
- Ability to work on a computer for up to 8 hours a day
- Ability to use the phone for extended periods of times
- Ability to operate a car

The National Museum of Wildlife Art is an equal opportunity employer and is committed to fostering a diverse and inclusive workplace. We do not discriminate based on race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, or any other protected characteristic under applicable law. We believe that diversity drives innovation and success, and we welcome applicants from all backgrounds to apply.

About the Museum:

The National Museum of Wildlife Art, founded in 1987, is a Jackson Hole museum holding more than 5,000 artworks that depict wild animals from around the world. Featuring work by prominent artists such as Georgia O'Keeffe, Andy Warhol, Carl Rungius, Rembrandt Bugatti, Rosa Bonheur, Eugène Delacroix, John James Audubon, and Rembrandt van Rijn, the Museum's unsurpassed permanent collection chronicles the history of wildlife in art from 2,500 B.C.E. to the present.

In 1994, the National Museum of Wildlife Art received the Wyoming Humanities Award for exemplary efforts in fostering the humanities in Wyoming. The Museum received its designation as the "National Museum of Wildlife Art of the United States" by order of Congress in 2008. The ¾ mile-long Sculpture Trail was designed by award-winning landscape architect, Walter Hood, and completed in 2012. More than 65,000 people visit each year, and over 3,000 children take part in our school tour programming annually. Boasting a museum shop, interactive children's gallery, onsite restaurant, and outdoor Sculpture Trail, the Museum is located two-and-a-half miles north of Jackson's Town Square, and two miles from the gateway of Grand Teton National Park.