



JOB TITLE: Senior Director of Philanthropy
REPORTS TO: Executive Director
STATUS: Full-time/Exempt
SALARY: \$145,000-\$160,000 per year

POSITION SUMMARY

The Senior Director of Philanthropy (SDP) is a working executive leadership role responsible for overseeing and directly executing the strategic planning, development, and implementation of comprehensive fundraising and advancement programs to support the financial sustainability and growth of Monterey Museum of Art (MMA).

Because MMA operates with a lean and nimble development team, this role is intentionally designed as a highly hands-on, active-participation position. We are looking for more than a high-level executive strategist—we are seeking a collaborative team player who leads by example from the front lines. All members of the development team—including, and especially, the Director—are expected to take an active, hands-on role in direct donor asks, event execution, campaign administration, and the shared day-to-day responsibilities that drive the team’s success.”

The SDP will directly manage the Associate Director of Philanthropy. They will work closely with the Executive Director, Board of Directors, and other senior leaders to execute fundraising strategies that align with the organization's mission, values, and strategic priorities, while building, mentoring, and directly working alongside the Development staff.

QUALIFICATION REQUIREMENTS

- Bachelor's degree required, master's degree preferred, in a relevant field such as business, nonprofit management, or philanthropy.
- Experience leading and actively executing an institutional or capital campaign of at least \$25M.
- Proven track record of successful fundraising and donor relations, including experience in major gifts, corporate sponsorships, grants, and planned giving.
- Strong leadership skills with the ability to inspire, motivate, and develop a high-performing team. Demonstrated “lead-by-example” leadership style with a passion for working in a lean team structure where leaders actively participate in execution alongside their team.
- Excellent communication and interpersonal skills, with the ability to build relationships and collaborate with diverse stakeholders.
- Strategic thinker with a practical, execution-oriented mindset.
- Knowledge of fundraising best practices, industry trends, and regulatory requirements.
- Experience working with boards of directors, volunteers, and high-net-worth donors.
- Proficiency in Blackbaud Altru donor database and fundraising software.
- Ethical and professional conduct with a commitment to integrity, confidentiality, and respect for diversity.
- Ability to work independently, manage multiple priorities, and meet deadlines in a fast-paced environment.

- Must pass a DMV check as a condition of employment and possess a valid, state-issued driver's license with a clean driving record. Able to safely operate company vehicles, vans, or personal cars to visit donors, vendors, or attend events.

TO APPLY

Please send a résumé and cover letter to hr@montereyart.org. We will only contact those candidates selected for further screening.

MONTEREY MUSEUM OF ART is an equal opportunity employer and does not discriminate on the basis of race, color, religion, sex, gender identity, national origin, age, disability, marital status, sexual orientation, or any other characteristic protected by law.

