

Annual Fund Manager – Full Time

The Santa Barbara Museum of Art (SBMA) is one of the finest museums on the West coast and is celebrated for the superb quality of its permanent collection. Its mission is to integrate art into the lives of people through internationally recognized exhibitions and special programs, as well as the thoughtful presentation of its permanent collection. Be a part of a dynamic team of museum professionals who enrich and develop their love of the arts while contributing their specific skills and talents to the mission of the Museum.

The SBMA seeks a highly skilled, experienced, and results-oriented development professional as Annual Fund Manager. Reporting to the Director of External Affairs, the Annual Fund Manager is responsible for the Strategic execution and management of comprehensive Annual Fund programs utilizing strong sales and marketing techniques to acquire and retain members and donors. S/he will also identify and encourage innovative and creative approaches for building a membership program, upgrading members, and increasing annual fund support, as well as planning benefits and activities that engage our members and donors. S/he will actively plan and execute bi-annual Annual Fund campaign and steward the museum's mid-level donors.

The Museum is in the late stage of an exciting \$50 million capital campaign to make critical renovations to the facilities, to ensure its preservation, and to provide a better experience for our visitors and a better home for our expanding collection. The Annual Fund Manager will lead a thorough evaluation of the membership program, implement new strategies, and rebrand materials to launch with the grand reopening in 2020.

Requirements include: B.A.; 3+ years of successful membership management and/or marketing experience in a member-based organization; excellent writing and interpersonal skills; strong ability to multi-task, prioritize and work well under pressure to meet multiple competing deadlines; team player who works collaboratively across the department and institution; excellent computer skills and experience with Raiser's Edge database or similar fundraising software important.

- Successful Background Check is required if offered the position.
- This non-exempt, full time position is eligible for our full benefits package including; Medical, Dental, and Vision, pre-tax plans, 403b with Museum match, PTO, Holidays and more.
- Must be able to work evenings and weekends as necessary with reliable transportation.
- Please submit Resume, Cover Letter and Application with salary requirements to hr@sbma.net
- Applications located at <https://www.sbma.net/about/careers/afmanager>

Please e-mail submission packet to: hr@sbma.net
See our Career Opportunities Page at www.sbma.net for Application.

Santa Barbara Museum of Art
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The Santa Barbara Museum of Art is an Equal Opportunity Employer.