#### Palm Springs Art Museum

## Palm Springs, CA

### psmuseum.org

### Chief Advancement Officer

**BACKGROUND:** Situated the heart of downtown Palm Springs, California, the Palm Springs Art Museum features a sophisticated collection that rivals urban metropolitan museums. [*Vision 20/20*](https://www.psmuseum.org/images/PSAM_Strategic_Plan_2016-2020--.pdf) (2016-2020), the Museum’s strategic plan, outlines the institution’s metamorphosis into a nationally and internationally recognized art museum and vibrant cultural hub.

A revitalization of the Coachella Valley and Palm Springs area with attractions such as the Coachella music festivals, Modernism Week, Desert X, and the BNP Paribas Open have made it a destination for global visitors, and the Museum seeks to be the top-of-mind art and cultural destination in Palm Springs. The Museum is well on its way toward this goal, with a diverse exhibition schedule, a stimulating theatre program and recent expansion beyond the walls of the primary location to the Palm Springs Art Museum in Palm Desert, and The Architecture and Design Center, Edward Harris Pavilion. Please [click here](https://www.psmuseum.org) for more information about this unique and inspiring institution.

**THE OPPORTUNITY:** The Chief Advancement Officer will lead an advancement team and all aspects of fundraising for unrestricted annual support as well as programmatic, exhibition, capital, and endowment funds. The primary focus of this role will be to create, lead, and implement an aggressive plan to increase contributed support. Depending on the successful candidate’s profile, the position may also oversee communications, marketing and design, and audience engagement activities. S/he will join the Museum at a pivotal moment in its history and become part of a committed, passionate team dedicated to elevating the profile and resources required for the institution’s continued success and impact.

The CAO reports to the Executive Director, works closely with senior staff and Trustees, and leads a team of nine.

**FUNDING:** The Museum has an annual operating budget of approximately $10MM, about 75% of which is generated through contributed support, and the balance through earned income.

**IDEAL Qualifications:**

* Significant advancement leadership experience in an art museum or other successful not-for-profit setting.
* Ability to serve as a trusted partner to the Executive Director and Trustees.
* Success envisioning, implementing, and managing a bold advancement strategy.
* An effective front-line major gift solicitor.
* Leadership experience planning and executing comprehensive campaigns.
* Knowledge of the regional and national philanthropic communities.
* Understanding of how best to leverage opportunities for a seasonal community, and how to engage donors year-round.
* Knowledge of advancement best practices and innovative fundraising event planning.
* Strong relationship management skills.
* An experienced manager and mentor.
* Charisma, energy, and creativity.
* Savvy about online fundraising tactics/social media.
* Well-developed communication and presentation skills; able to serve as a key ambassador.
* Passion for the mission.
* Ability to travel and to attend evening, weekend, and holiday events and activities, as needed.
* Bachelor’s degree is required; an advanced degree is preferred.

To apply, click [here](https://www.howe-lewis.com/assignments) or visit howe-lewis.com and click on the “Assignments” tab on the top menu.