



The National Sailing Hall of Fame, dba The Sailing Museum
Director of Development
Full Time Exempt/Permanent

Background of Organization:

The National Sailing Hall of Fame, dba The Sailing Museum, is a Rhode Island nonprofit organization. Founded in 2004 in Annapolis, MD, it is dedicated to preserving the history of sailing and its impact on American culture; honoring those who have made outstanding contributions to the sport; demonstrating its value as a hands-on tool for scholastic and life skills learning; and inspiring and encouraging sailing development and participation. Through an annual induction to the Hall of Fame, the organization recognizes the outstanding achievements of US sailors in three categories; sailing, technical and contributor; and leverages these achievements to inspire new generations of sailors. The organization provides science, technology, engineering, and math programming free of charge to instructors in both formal and informal educational settings. In March of 2019, the organization purchased a property in Newport, RI to create a museum and venue for on-site learning and to build a sustainable enterprise – longstanding visions for the organization. In this historic building, sailing heritage will be celebrated, its legends honored, and a new generation of sailors and innovators cultivated. The Armory Building property at 365 Thames Street in Newport is currently under renovation and the organization is in a Capital Campaign to fund the project and future of the organization.

The museum is scheduled to open in May 2022. The Sailing Museum will:

- Preserve an historic building and site steeped in sailing history
- Celebrate the heritage of the sport and honor those who have shaped it over time by showcasing the National Sailing Hall of Fame and the America's Cup Hall of Fame
- Support area educators through on-site, hands-on STEAM learning experiences
- Provide a first-rate tourist attraction that will add value to the Newport landscape
- Build community through cross-generational partnerships, work, and volunteer opportunities
- Support peer organizations in a common goal to grow sailing

The Director of Development will lead the fundraising efforts for the museum through the completion of its current capital campaign, museum opening and continued organizational growth. Focus will be on cultivation and growth, solicitation, and stewardship of the donor base. Responsible for managing an integrated fundraising program including major gifts, leadership gifts, annual and planned giving, special events and donor relations, as well as corporate and foundation support. Director of Development will serve as liaison to the BOD and will staff the Museum's Fundraising committee.

Director of Development will serve as a key member of the leadership team, joining a small team as a trusted partner who can work closely with, and support their coworkers, and the board of directors. Must possess an appreciation of the museum's mission and ability to be an effective spokesperson.

Responsibilities:

- Create and implement a multifaceted fundraising plan, especially for institutional growth, in collaboration with the Executive Director, BOD and fundraising committee.
- Maintain complete and detailed donor files and databases for both general fundraising and capital campaign activities.
- Continuously cultivate relationships with donors and the community by maintaining visibility and responsiveness.
- Build and implement a membership program for the Museum, manage existing relationships with founding member yacht clubs and donors.
- Create and oversee development department budgets, including museum membership, ensuring both income and expense goals are met.
- Plan and coordinate specific live and virtual fundraising events both at the museum and at remote events.
- Research, cultivate and fulfill corporate sponsorships.
- Research and identify potential foundation grants/grantors and support the grant application process.
- Work cooperatively with, and support, public relations and marketing activities.
- Foster a culture of continuous improvement - utilizing fundraising best practices in internal and external controls and customer service – and advance a culture of philanthropy.

Experience & Skills:

- Bachelor's degree required.
- 10+ years of fundraising, non-profit and/or museum experience.
- Knowledge and experience with Major Gifts and Planned Giving.
- Demonstrated success in creating and implementing multifaceted fundraising plans.
- Strong knowledge of CRM systems and managing data for robust reporting and utilization.
- Excellent interpersonal and written communication skills.
- Solid organizational abilities, including prioritizing attention to detail, planning, marketing and budgetary management.
- Ability and drive to implement best practices for fundraising, donor communications, events, stewardship, and database management.
- Willingness to step out of typical role for the good of the organization.
- Team player who values diversity; works well with others of all ages and backgrounds.
- Knowledge of sailing preferred.

This is a full-time position that offers a competitive salary and benefit package commensurate with experience.

Applications:

Email cover letter and resume to: jobs@nshof.org. Please attach pdfs of your cover letter and resume, titled with the position and your last name, email subject with Director of Development. No phone calls, please.