



Museum of Science

Chief Advancement Officer

An Executive Search by The Angeletti Group, LLC



The Opportunity

The Angeletti Group invites nominations and applications to join the leadership team of The Museum of Science as its Chief Advancement Officer (CAO). This is an exciting opportunity for a visionary leader to elevate the Museum's fundraising strategy and build meaningful relationships with influential philanthropists capable of making an incredible and lasting impact.

The Chief Advancement Officer will drive a transformation of the business model of the Museum of Science by significantly increasing its contributed revenue and by significantly growing its endowment.



The Museum of Science: At the Forefront of Innovation

The Museum of Science is a preeminent institution of public science learning and discovery. The Museum of Science enjoys distinction as New England's most highly attended cultural institution, engaging nearly five million people a year across Science Park, museums around the world, in classrooms, and online. The Museum prides itself on being everyone's museum, equipping and inspiring everyone to use science and technology for the global good. The Museum's nearly 200-year history is a story of growth driven by public curiosity, an expanding definition of science, rapid changes in technology, and a need to stay relevant in an ever-changing world.

As one of the world's largest science centers, and located at the junction of some of the world's most influential academic institutions and industries, the Museum of Science is ideally positioned to lead the nationwide effort to promote engineering and STEM

Mission

To inspire a lifelong love of science in everyone.

Vision

A world where science belongs to each of us for the good of all of us.

Values

Everyone: We are everyone's Museum. We pursue equity and celebrate every person for who they are. We foster an inclusive environment in which we value and respect diversity.

Service: We serve our colleagues and community. We hold ourselves accountable to be a trustworthy public resource, and to support a sustainable, just, and evidence-based future.

Learning: We love learning. We are curious about the world and want to share our joy and wonder with others. We value open minds and recognize that everyone has more to explore, discover, and create.

Connection: We find strength in connections. We collaborate across communities, organizations, and disciplines to make science relevant and accessible to all.

Boldness: We dream big. We boldly push ourselves forward, pursuing new ideas and challenges. We experiment and learn from our failures as we seek to inspire purpose, spark imagination, and encourage hope.



education, bringing science, technology, and math alive through its exhibits, programs, and more. Recognizing our increasingly evolving world, the Museum has led STEM education advocacy nationally for more than 20 years. By leading the way, the Museum can be central to building a fully participatory science community and to problem-solving centering on the community's needs first and imagining action-oriented, inclusive solutions for the most exciting scientific challenges of our time.

In addition to its Science Park location between Boston and Cambridge, the Museum hosts and develops traveling exhibits and collaborates with many organizations to educate the public about developments in science and engineering.



Science in Common Campaign

This five-year, \$225M campaign aims to create a world where we can all hold science in common. Science museums have historically engaged learners at the pace of exhibit development – but we need to move faster to stay relevant and useful. This campaign will build upon the Museum’s financial foundation so that the capacity to adapt is secure.

The funding priorities advanced in this campaign will expand access to and understanding of science, encourage science equity, convene the community, and meet people with the information they need and

want. The campaign will make cutting-edge science and technology learning experiences accessible and relevant through new Centers for Public Science Learning that will bring together academia, industry, government, and the public. Additionally, a campaign priority is to Transform Spaces into ones that are immersive and interactive, meaningful and fun, with the ability to adapt quickly to the pace of change. The campaign will also build the endowment to ensure the Museum’s Enduring Impact for generations to come.

Learn more about the campaign and its projects here.

The Chief Advancement Officer

The CAO is responsible for meeting the goals of each year's annual campaign, and for leading the Museum through its capital campaigns, including the successful completion of the current \$225M Science in Common Campaign. To these ends, the CAO must build and mobilize an outstanding team, collaborate effectively with the Museum's board, build deep relationships with donors, and equip the Advancement team to do the same. Above all, the CAO must have a deep commitment to donors, and must build a culture in the Advancement Division that celebrates, motivates, and builds trust in donors.

Dimensions

- Oversee and manage all aspects of Advancement for the Museum of Science.
- Manage a team of approximately 27 professional staff.
- Build and manage a portfolio of leadership-giving prospects, with an emphasis on bringing new donors to the Museum.



Responsibilities

1. Strategically partner with the President/ CEO, Board Chair and other volunteer leadership to plan and execute strategic and diverse fundraising opportunities in the following areas: annual fund, leadership gifts from individuals, planned gifts, corporation & foundation giving, and government funding.
2. Develop and execute a long-term advancement plan that provides the financial resources to achieve the Museum's strategic vision of a balanced business model with 25% contributed revenue and 25% endowment revenue offsetting 50% earned revenue.
3. Build and mobilize a team of approximately 27 staff, ensuring that the Advancement Department's culture is characterized by a deep respect for donors, excellence at every level, a deep commitment to the Museum's mission, and a determination to achieve every fundraising goal.
4. Meet or exceed annual goals for giving, including, but not limited to, meeting targets for gifts from individuals, corporations, foundations and governments.
5. Meet or exceed goals for all capital campaigns.
6. Meet or exceed goals for growing the endowment.





Qualifications

Education:

Bachelor of Science or Arts degree.

- Five years of experience leading an advancement/development department.
- 8 - 10 years of experience working in philanthropy preferred.
- Proven ability to cultivate, solicit, and steward leadership gifts at the seven- and eight-figure level preferred.
- Demonstrated excellent verbal and written presentation skills.
- Demonstrated ability to sell a dream.
- Passionate about giving as a service, with a deep appreciation for change that can be impacted as a result of philanthropy.
- Demonstrated ability to win the respect of direct reports, peers, community members, and board members.
- Demonstrated ability to build a team, inspire a team, and manage a team.
- Excellent management and supervisory skills.
- Excellent analytical and organizational skills

Salary Range

\$300,000 - \$350,000



Application Procedure

Applications will be accepted until position is filled, but candidates are encouraged to apply as soon as possible. To be considered, candidates should submit a statement of interest and CV to The Angeletti Group at search@theangelettigroup.com.

Nominations and confidential inquiries can be made to:

The Angeletti Group
(973) 540-1400
search@theangelettigroup.com

The Museum of Science is an Equal Opportunity Employer and actively seeks to diversify its work force. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, national or ethnic origin, disability, status as a veteran, sexual orientation, gender identity, gender expression, sex, marital status, handicap, or pregnancy status.