



Photo Credit: Marcus Romero, Morris Museum Director of Marketing

# **Morris Museum**

## Director of External Affairs

LinkedIn: Director of Development/External Affairs

*An Executive Search by The Angeletti Group, LLC*



The Angeletti Group invites nominations and applications to serve as the newly reimagined Director of External Affairs for the Morris Museum. If you are a dynamic, relationship-driven fundraiser, this is your chance to join a vibrant and established cultural institution and be part of its strategic growth. This role will be responsible for developing and implementing comprehensive strategies to enhance the Museum's external relations, including fundraising, marketing, partnerships, and community outreach efforts.



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## MORRIS MUSEUM: A VIBRANT CENTER OF LEARNING AND CULTURE

The Morris Museum—founded in 1913 and located since the mid-1960s on 8.5 sylvan acres in Morris Township, NJ—draws visitors from across the region to its dynamic and acclaimed art exhibitions, programs, and performing arts events. Its 45,000+ object collection of art and material culture from around the world join the art of our time. The Museum has nearly

80,000 square feet of predominantly purpose-built spaces enmeshed with the historic Twin Oaks mansion, recently preserved thanks to a \$1M campaign. Forward capital priorities will continue to elevate the visitor experience and extend the life of these core structures, as well as emphasize outdoor experiences around the campus.

The Morris Museum is the only Smithsonian Affiliate in New Jersey and serves audiences from across the state and beyond. A growing emphasis on art and design in the galleries combines with world-class performances in the 312-seat Bickford



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Theatre. Education has been central to the Museum's mission since its founding. The current K-12 student program is at-capacity and serves more than 3,500 students per year. Impactful learning is accomplished via festival days, standing educational programs, and outreach in schools as well. The Museum is in the early stages of capital improvements to meet students' needs better with renovated classroom, touchable exhibits, and an ADA accessible student terrace.

The Morris Museum is bringing together cultural enthusiasts and welcoming first-time visitors as it regrows the program post-pandemic. Attendance surged 62% last fiscal year. As such, the Museum is building a dynamic workforce that is reshaping the conversation about creativity and curiosity.

**45,000+** objects of global material culture, art, and design

More than **3,000** students hosted from 56 area schools in 2023

**18** exhibitions per year

**34** live programs annually, featuring acclaimed regional, national, and international artists—**5** 2024 Grammy nominees recently performed at Morris Museum



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# THE DIRECTOR OF EXTERNAL AFFAIRS

The Director of External Affairs plays a pivotal role in advancing the mission of the Morris Museum through fundraising, special events, membership management, and community relations. As Director, you'll spearhead the planning, implementation, and oversight of all fundraising activities, as well as develop strategies to expand the Museum's role in the greater Morris County community. The successful candidate will report directly to the Executive Director and work closely with board members and other key internal and external constituencies to secure support and build long-term relationships with the community in support of the Museum's diverse programs.

*Responsibilities include the following:*

## DEVELOPMENT OVERSIGHT AND STRATEGY

- Collaborate with the Executive Director, Board of Trustees, and senior leadership team to establish fundraising priorities, objectives, and timelines aligned with the Museum's mission and strategic plan.
- Develop and execute annual fundraising plans to meet revenue goals, including individual giving and membership, corporate and foundation sponsorships, grants, and special events.
- Plan and execute special events, fundraising campaigns, and cultivation activities to engage donors, generate revenue, and raise awareness of the Museum's mission and impact.
- Develop promotional materials, invitations, and digital content to support fundraising events and campaigns.
- Oversee the Museum's ever-growing membership program (currently +/- 1,500 households) and a select group of Premier Members and Board Members.
- Cultivate and steward upper-level donor groups including the Director's Circle (\$2,500+) and the 1913 Circle for planned giving.
- Evaluate the effectiveness of fundraising initiatives, track key performance metrics, and provide regular reports to senior leadership and board members.
- Manage a staff of two: Institutional Giving Manager and Membership Coordinator.
- Assess development team needs and recommend appropriate hires and structure for continued growth.



Photo Credit: Cuppek

## FUNDRAISING

- Maintain a portfolio of up to 100 major gift prospects, corporate partners, and foundations to secure financial support for Museum programs, exhibitions, and initiatives.
- Collaborate with board members, volunteers, and staff to leverage their networks and relationships in support of fundraising efforts.
- Conduct prospect research and analysis to identify and cultivate potential donors, sponsors, and funding opportunities.
- Develop and implement strategies for donor recognition, engagement, and retention, including personalized stewardship plans, acknowledgment letters, and donor events.



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## COMMUNITY RELATIONS AND ENGAGEMENT

- Develop and maintain partnerships with local businesses, corporations, schools, and community and cultural organizations to expand the Museum's reach and impact within the community.
- Work closely with the Director of Marketing and Communications to implement strategies that will increase visibility and engagement.
- Partner with the Executive Director and Board to systematically have a presence in the community, serving as a key point of contact for community organizations and municipal groups, members and supporters, and key community stakeholders to promote the Museum's mission and initiatives.
- Collaborate with internal departments to ensure that Museum offerings are accessible and inclusive to all members of the community.



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# QUALIFICATIONS

- Minimum of 5-7 years of progressively responsible experience in fundraising or external affairs, preferably in a museum or cultural institution.
- Demonstrated track record of success in developing and executing fundraising campaigns, securing major gifts, and cultivating donor relationships.
- Strong leadership and management skills, with the ability to motivate and inspire team members to achieve organizational objectives.
- Articulate and culturally agile; able to effectively represent the Museum and its goals to external stakeholders.
- Strategic thinker with the ability to develop and implement innovative strategies to drive engagement, revenue growth, and community impact.
- Proficiency in donor management software, CRM systems, and Microsoft Office suite; experience with Raiser's Edge or similar fundraising database and MIP accounting system is preferred.
- Strong understanding of how fundraising relates to operating finances/auditable financial reporting; competitive candidates will demonstrate experience partnering with leadership and finance department to drive a financial story for the institution.
- Passion for the arts and fluency in articulating the value proposition of a venerable cultural institution, with a commitment to advancing the mission and values of the Morris Museum.
- Knowledge of the regional philanthropic landscape and cultural sector is a plus.

**SALARY RANGE**      \$100,000 - \$115,000



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## APPLICATION PROCESS

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 resume to The Angeletti Group at [search@theangelettigroup.com](mailto:search@theangelettigroup.com).

### **Nominations and confidential inquiries can be made to:**

Kate Hughes  
The Angeletti Group  
(973) 540-1400  
[search@theangelettigroup.com](mailto:search@theangelettigroup.com)

*The Morris Museum is an Equal-Opportunity Employer, dedicated to the goal of building a multicultural staff, with a passion to reach and serve our expanding, diverse public. We are also committed to providing reasonable accommodations to employees with disabilities.*