



**AMERICAN
MUSEUM OF
FLY FISHING**

Director of Development

The American Museum of Fly
Fishing

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BOSTON | NEW YORK

The American Museum of Fly Fishing seeks a strategic, relationship-driven Director of Development to lead and grow philanthropic revenue in support of the Museum's mission. Working closely with the Executive Director and Board, the Director of Development will expand individual, foundation, and other philanthropic support—growing major gifts and deepening donor engagement to sustain and advance the Museum's collections and programs.

About The American Museum of Fly Fishing



For nearly 60 years, the American Museum of Fly Fishing (AMFF) has been dedicated to preserving the rich heritage of fly fishing. Founded in 1968 in Manchester, Vermont, by a group of passionate anglers, the Museum was created to research, preserve, and interpret the treasures of angling history. Today, AMFF houses the world's largest collection of angling and angling-related items, including rods, reels,

flies, tackle, art, photographs, manuscripts, books, and films, documenting the evolution of fly fishing as a sport, craft, and cultural tradition.

AMFF operates two permanent exhibit locations, in Manchester, VT, and Springfield, MO, and uses its collections and interpretive materials to engage and educate the public while promoting the significance of fly fishing in American history. Accredited by the American Alliance of Museums, AMFF relies on both membership and philanthropic support to sustain its collections, exhibitions, and educational programs.

Under the leadership of the Board of Trustees and Executive Director, the Museum continues to expand its reach and impact. AMFF works closely with donors, members, and the broader fly-fishing community to ensure its collections and educational initiatives remain vibrant, accessible, and meaningful, preserving the rich heritage of the sport for generations to come.

For more information about AMFF, please visit <https://www.amff.org/>.

About Philanthropy at The American Museum of Fly Fishing

Philanthropy plays a vital role in advancing AMFF's mission. While the Museum is a membership organization, a substantial portion of its financial support comes from the generosity of donors. This funding sustains the Museum's collections, exhibitions, and educational programs, and enables it to preserve and interpret the history and heritage of fly fishing.

AMFF is proud to host two major annual events: **The Heritage Award Dinner** that honors individuals or organizations for their contributions to the sport of fly fishing and conservation, and the **Izaak Walton Award** to honor and celebrate individuals whose passion for the sport of fly fishing and involvement in the angling community provides inspiration for others and promotes the legacy of leadership for future generations. The Director of Development will work closely with the Museum's Executive Director and Director of Events and Membership to ensure that each event meets fundraising goals, strengthens donor relationships, and reinforces the Museum's mission and brand.

In addition to the signature events, individual giving, particularly major gifts, has long been a cornerstone of AMFF's support, strengthened by contributions at all giving levels from members and friends inspired

by the Museum's mission and impact. These philanthropic investments provide the flexibility and resources needed to maintain and grow the Museum's world-class collections and public programs.

AMFF is now seeking to expand its donor base and deepen engagement with supporters. The new Director of Development will play a key role in strengthening major gifts, annual giving, and other philanthropic initiatives that will be central to ensuring the Museum's long-term financial health and its ability to continue celebrating and preserving the rich heritage of fly fishing.



About the Position

Reporting to the President of the Board and working in close collaboration with the Executive Director of the Museum and Board of Trustees, the Director of Development will lead the design and execution of a comprehensive fundraising strategy to significantly expand philanthropic revenue and deepen donor engagement. This role will be responsible for all areas of fundraising, including major gifts, annual giving, donor cultivation and stewardship, fundraising events, affinity groups, and institutional or corporate partnerships. The Director of Development will align development priorities with the Museum's mission, programs, and outreach initiatives, ensuring a cohesive and strategic approach to fundraising.

The Director of Development will identify new donors and manage a portfolio of high-capacity supporters, guiding them through the full donor lifecycle from engagement and solicitation to recognition and long-term stewardship. In partnership with the Executive Director, Board, and staff, the Director of Development will design and implement data-informed fundraising strategies - grounded in donor history, storytelling, and with demonstrated outcomes - to grow AMFF's donor base, deepen donor relationships, increase philanthropic support, and ensure a sustainable financial foundation for the Museum.



This is an exceptional opportunity for a highly motivated, creative, and strategic development professional to join AMFF at a pivotal moment in its history. The Director of Development will help strengthen the Museum's financial capacity, enabling the museum to expand its programs in order to share the rich heritage of fly fishing with a larger audience.

Key Responsibilities

Fundraising Strategy and Leadership

- Design and implement a comprehensive fundraising strategy that supports AMFF's mission.
- Lead all areas of fundraising, including major gifts, annual giving, donor cultivation and stewardship, and institutional/corporate partnerships.
- Develop and maintain systems, processes, and metrics for donor management, prospect tracking, and reporting.

- Collaborate with the Executive Director and Board to set annual and long-term fundraising goals, aligning development priorities with organizational programs and outreach.
- Identify opportunities to strengthen long-term philanthropic support, including bequests and other legacy giving vehicles, in partnership with leadership and advisors.

Major Gifts and Donor Engagement

- Identify, cultivate, and personally manage relationships with major donors.
- Strengthen engagement with existing donors while expanding the Museum's philanthropic base.
- Create compelling communications and proposals that convey the significance of AMFF's collections, programs, and mission.
- Ensure high-quality stewardship and recognition to foster long-term donor engagement.

Annual Fund and Data-Driven Development

- Lead AMFF's annual giving program, creating clear pathways for donors to increase support over time.
- Leverage data to identify and prioritize donor prospects, mine the existing donor database, and develop actionable outreach strategies.
- Monitor and analyze fundraising performance to guide strategy and inform decision-making.

Board and Leadership Partnership

- Partner closely with the Board of Trustees and Executive Director to cultivate a healthy, engaged fundraising culture - supporting board members and staff leadership with the guidance, structure, and strategies needed to build and sustain meaningful relationships for the museum.
- Provide guidance, tools, and support to staff and volunteers for effective donor cultivation and solicitation.
- Work collaboratively within a small, partly remote team, supporting cross-departmental initiatives and fostering a culture of shared responsibility.

Development Operations and Events

- Oversee the donor/prospect database and maintain accurate records of engagement, giving, and communications.
- Support the planning and execution of fundraising events, campaigns, and outreach initiatives, ensuring strong donor participation and engagement.
- Work with staff across departments to integrate development priorities with Museum programming and outreach activities.
- Travel to meet with donors, attend events, and cultivate relationships.



Key Qualifications

- Minimum of seven years of professional fundraising, with a proven track record of securing major gifts at the 5 and 6-figure level.
- Collaborative, adaptable, and comfortable working with a largely remote team of staff and Trustees.

- Experience in environmental, museums or cultural institutions is welcomed but not required; candidates from foundations, membership organizations, or other mission-driven environments are strongly encouraged to apply.
- Demonstrated ability to build and manage all aspects of a development program, including donor database management, administrative systems, and data-informed strategies to expand and cultivate donor relationships.
- Entrepreneurial, ambitious, and results-driven, with a willingness to pick up the phone, meet donors in person, and share AMFF's story with enthusiasm and authenticity.
- Passion for history, heritage, and the culture of fly fishing or at least a willingness to immerse oneself in the stories, craftsmanship, and community of the sport.
- Intellectual curiosity and appreciation for history, culture, and material heritage, with the ability to authentically connect donors to the Museum's collections, stories, and broader cultural significance.
- Strong managerial and organizational skills to create effective fundraising processes, track metrics, and oversee multiple initiatives across a small, collaborative team.
- Experienced in developing and running an annual fund, while simultaneously cultivating high-capacity donors for major gifts.
- Track record of broadening a base of support.
- Exceptional interpersonal and communication skills, comfortable engaging with a wide range of stakeholders from long-time collectors and board members to first-time visitors and members of the angling community.
- Strategic thinker with vision to help expand AMFF's philanthropic platform over time.



All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.

The salary range for this position is \$125,000 - \$150,000 commensurate with experience. AMFF offers a competitive benefits package and fully remote work engagement.

To express interest, please submit your cover letter and resume in confidence [here](#).

For more information, please visit www.developmentguild.com.

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About Development Guild DDI

For 45 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. We have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.

