

HAMMER

Chief Development Officer

Hammer Museum

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BOSTON | NEW YORK

The Hammer Museum seeks a new Chief Development Officer to lead its comprehensive fundraising program and to help successfully close out its \$180M Capital Campaign

About Hammer Museum

The Hammer Museum champions the art and artists who challenge us to see the world in a new light, to experience the unexpected, to ignite our imaginations, and inspire change.

The Hammer understands that art not only has the power to transport us through aesthetic experience but can also provide significant insight into some of the most pressing cultural, political, and social questions of our time. They share the unique and invaluable perspectives that artists have on the world around us.



A vibrant intellectual and creative nexus, the Hammer is fueled by dynamic exhibitions and programs—including lectures, symposia, film series, readings, and musical performances—that spark meaningful encounters with art and ideas. And through their unwavering commitment to free admission and free public programs, the Hammer is open for all and for free.

Ann Philbin, Director of the Hammer Museum

As director of the Hammer Museum at UCLA, Ann Philbin has built a renowned exhibition program, a strong and distinctive institutional identity, and an international reputation for scholarly excellence and cutting-edge programming. Major programs launched since her arrival in 1999 include the acclaimed Hammer Projects series showcasing young and emerging artists, the widely influential Public Engagement initiative, the signature Made in L.A. biennial, and the implementation of free admission in 2014. Also, under Philbin’s leadership, the Hammer has developed a robust calendar of more than 300 free public programs per year spotlighting many of the most provocative and creative thinkers of our time. Today, after nearly two decades of ambitious institutional growth, Philbin is leading the Hammer through a comprehensive multiyear transformation plan and capital campaign that will renovate, expand, and fully activate the museum’s facility.

Hammer Museum Capital Campaign

Over the past two decades the Hammer Museum has emerged as a driving force for artistic innovation in L.A.—taking risks and building programs that have made it one of the most vibrant and influential museums in America. After years of ambitious growth in every aspect of the institution, its comprehensive transformation plan aims to renovate, expand, and fully activate the facility.

In support of its ambitious transformation plan, the Hammer Museum announced the launch of a \$180 million capital campaign in February 2018. This historic capital campaign underwrites the building project, expands the endowment, and supports the Hammer’s acclaimed programs and exhibitions.

The announcement coincided with a lead gift of \$30 million from L.A. philanthropists Lynda and Stewart Resnick—the largest in the museum’s history. In recognition of this generous gift, the Hammer’s building was dedicated as the Lynda and Stewart Resnick Cultural Center. Of the \$180 million goal, approximately \$90 million will support the building project. The remaining \$90 million will expand the Hammer’s endowment and support its acclaimed programs and exhibitions. The campaign was initiated by a generous inaugural gift of \$20 million from trailblazing television producer Marcy Carsey, who has served as board chair since 2014. Other major support has come from the museum’s Board of Directors and Board of Overseers, as well as other generous families and foundations in Los Angeles.



To date, the campaign has raised over \$156 million.

About the Position

As a senior leader at the Hammer Museum, the Chief of Development (CDO) is responsible for the design, management, and execution of the museum’s annual fundraising program, with a strong focus on direct cultivation and solicitation of individual donors. Reporting directly to Fred Yeries, Deputy Director, External Affairs (DDEA), and working closely with Ann Philbin, this person will work to set annual targets and strategic long-term priorities for the development department, in support of the Hammer’s mission, vision, goals, and objectives. The Chief Development Officer plays an especially key role in maintaining a strong baseline of annual support for the Hammer.

This position manages a personal portfolio of 100-150 top individual and institutional supporters and proactively identifies and engages new prospective donors for the Hammer. The CDO also manages and motivates a team of development professionals who are responsible for membership, database management, institutional giving, and major gifts. The ideal candidate for this job will be a confident and accomplished fundraiser who is passionate about contemporary art, skilled at making a strong case for both restricted and unrestricted support in advance of the Hammer’s mission. The Hammer Museum raises around \$12M annually.



Key Responsibilities

- In collaboration with the Museum Director and the DDEA, implement the overall fundraising strategy for the Museum to support the organization's efforts to achieve its vision.
- Manage and motivate an outstanding team of development professionals.
- Cultivate, solicit, and steward a personal portfolio of 100 to 150 donors from individuals and institutions.
- Work collaboratively across the museum with other museum Chiefs including the Chief Communications Officer, the Chief of Human Resources and Equity, and the Chief Curator
- Work closely with the Deputy Director on campaign related strategies
- Identify new fundraising approaches and strategies where the Museum may expand its development efforts to attract new donors.
- Work closely with curators as well as other Hammer programmatic staff to achieve their fundraising priorities.

Key Qualifications

- At least eight years of fundraising experience in an art museum, arts related organization, philanthropic organization, or institution of higher learning.
- At least five years of managing high performing and high achieving teams.
- A successful record of demonstrable accomplishments in envisioning, implementing, and managing a bold advancement strategy within a competitive philanthropic environment.
- Track record of soliciting and closing gifts at the 6-7 figure level from individuals, corporate, government and/or foundations
- Demonstrated ability and proven experience leading a department and managing staff, including organization of priorities, clear communication of expectations, training, development, and retention while also maintaining and willingness to be "hands on" when necessary.
- Excellent verbal and written communication skills; ability to write effective correspondence and funding proposals for major gifts and creative solicitation materials.
- Demonstrated skill in recruitment, management and supervision of development and administrative personnel with a focus on diversity and equity (DEIJA)
- Skill in establishing and maintaining cooperative working relationships with Museum and University staff, community leaders, volunteers, vendors, and donors.
- Excellent analytical and organizational skills.
- Background and passion for contemporary art, museums, culture, and social change.
- Proven skill and experience using Raiser's Edge
- Ability to work evenings and weekends, as necessary.



The Hammer Museum at UCLA believes diversity, equity, accessibility, and inclusion are integral to fulfilling its mission to illuminate lives and build a more just world through art and ideas. They actively seek out different perspectives, in order to broaden and enrich their understanding of the world. They believe this inspires thoughtful and provocative exhibitions and programs which serve the vibrant and varied communities that make up the city of Los Angeles.

Compensation

The annual salary range for this role is \$180,000-\$220,000 and is commensurate with experience, competencies, and skillset.

For applications, please submit your cover letter and resume in confidence [here](#).

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

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For more information about Hammer Museum, please visit <https://hammer.ucla.edu/>

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.

