



The Virginia Museum of Contemporary Art (Virginia MOCA) is a one-of-a-kind campus which anchors the ViBe Creative district at the Virginia Beach oceanfront. It is the only nationally accredited, publicly supported museum in Virginia dedicated to contemporary art. Virginia MOCA, a nonprofit 501(c)(3) organization, is currently seeking a Senior Development Officer.

SENIOR DEVELOPMENT OFFICER

Virginia MOCA seeks a seasoned professional with 5 or more years of fundraising experience who enjoys working as part of a dedicated team in a fast-paced organization with proven growth. Although this position will have some responsibilities in Major Gifts, the main focus will be to establish a robust and growing corporate philanthropy revenue stream by leveraging assets in existence, e.g. Boardwalk Art Show, exhibitions and programs, as well as conceive of and launch new opportunities, including the revitalization of a corporate membership program. Work will be performed under the supervision of the lead Institutional Advancement Officer and in cooperation with other departments and staff.

RESPONSIBILITIES:

Create and execute a corporate support strategy that delivers the minimum fundraising goal of \$325,000 in FY2223 and is positioned for 10%+ growth on an annual basis for the next five years.

- Cultivate and expand corporate relations with current donors and prospects through optimizing existing opportunities (e.g., BWAS, exhibition and program support) and creating new opportunities (e.g., corporate membership program, corporate volunteer program) to grow and deepen corporate engagement with Virginia MOCA
- Build a corporate giving pipeline by identifying and developing new corporate relationships in alignment with the Virginia MOCA mission
- Track and manage corporate relationships via Virginia MOCA Moves Management system
- Draft proposals, applications, and reports related to corporate support
- Ensure benefit fulfillment for all sponsorship agreements including donor recognition
- Work cross departmentally to identify and find support for sponsorable needs
- Serve as a contact with corporate philanthropy/marketing officers; participate in meetings and site visits as needed
- Secure in-kind corporate support for Virginia MOCA projects

As an essential member of the Institutional Advancement team, the Senior Development Office will:

- Serve as the Development Committee liaison
- Assist with the creation and management of the department budget and goals
- Work with Database Coordinator to ensure all corporate data is accurate and up-to-date
- Follow Virginia MOCA Institutional Advancement Office rules and guidelines

This is a full-time benefited position with a salary range of \$55,000-\$65,000. The ideal applicant will be a well-organized team player with 5 or more years of fundraising experience, and is looking to grow in a supportive environment with potential for personal growth and achievement.

Interested parties should send a resume and cover letter to careers@virginiamoca.org. The position will remain open until filled.