“The Cranbrook Educational Community provides extraordinary education, encourages creativity and innovation, and values learners of all ages and backgrounds. Cranbrook develops people who will live with purpose and integrity, create with passion, explore with curiosity, and strive for excellence.”

ABOUT CRANBROOK EDUCATIONAL COMMUNITY

One of the world’s leading and most respected centers of education, science, and art, Cranbrook was founded in 1904 by George and Ellen Scripps Booth. Today, Cranbrook Educational Community comprises the Academy of Art and Art Museum, the Center for Collections and Research, the Institute of Science, Cranbrook Schools, and Cranbrook House and Gardens. Its campus, a National Historic Landmark, is graced by architecturally important buildings, outdoor sculptures, and stunning natural and tended landscapes. The Cranbrook community welcomes more than 300,000 visitors annually, engaging learners of all ages and interests in unique educational programs and experiences. www.cranbrook.edu

ABOUT CRANBROOK ACADEMY OF ART AND ART MUSEUM

Cranbrook Academy of Art is the country’s top-ranked, graduate-only program in architecture, craft, fine art, and design. Students, artists, and designers study and live on a renowned campus with modern workshops and studios, a distinguished art museum with important permanent collections, and over 300 acres of forests, lakes, and streams. Since its first years with Eliel Saarinen as founding President, Cranbrook Academy of Art has blazed a bold trail through art and design and today offers education through a studio practice in one of ten disciplines: Architecture, 2D and 3D Design, Ceramics, Fiber, Metalsmithing, Painting, Photography, Print Media, and Sculpture. The list of those who have taught or studied at Cranbrook is a virtual who’s who of the country’s most renowned artists and designers, including Eliel and Eero Saarinen, Charles and Ray Eames, Harry Bertoia, Maija Grotell, Niels Diffrient, Harry Weese, Tony Rosenthal, Duane Hanson, Jun Kaneko, Michael and Kathy McCoy, Daniel Libeskind, Nick Cave, Masamichi Udedawa, Anne Wilson, Joan Livingstone, Hani Rasid, Peter Bohlin, Donald Lipski, and many more.
Cranbrook Academy of Art and Art Museum
Director of Development

The Academy enrolls approximately 150 graduate students each year (incoming class of about 75 students annually) who pursue independent study under the guidance of Artists-in-Residence who are masters in their field. The Academy’s unique approach to graduate education is focused on hands-on immersive studio work, 24-hour access to individual studios, a rich and varied calendar of visiting lecturers and critics, and the absence of a routine, standardized curriculum in favor of individually tailored mentorship from the Artists-in-Residence. Cranbrook Academy of Art is accredited by the North Central Association of Academies and Schools and the National Association of Schools of Art and Design (NASAD). There are nearly 3,500 living alumni of the Academy.

Cranbrook Art Museum is an integral partner with the Academy and provides Academy students and the public at large with a direct experience into modern and contemporary art, architecture, and design, and promotes an understanding of their relevance and contribution to society. The 20,000 square-foot museum is housed in one of Eliel and Eero Saarinen’s most noted buildings and has an outstanding collection of modern and contemporary art and design. As a partner of Cranbrook Academy of Art, Cranbrook Art Museum is a window to the Academy and the Academy’s window to the world.

Cranbrook Academy of Art and Art Museum operates from an $8 million budget. In 2014, it raised $1 million in total private support for Academy and Museum operations, Academy scholarships, Museum exhibitions and program sponsorships, and capital projects for both entities.

THE POSITION

An experienced, creative and entrepreneurial fundraising professional, the Director of Development will create and implement a strategic development plan to increase annual fund and membership support, major gift and endowment fundraising, corporate and foundation support, and overall development activity, including alumni engagement, for Cranbrook Academy of Art and Art Museum. The strategic development plan will be created in conjunction with a new strategic plan for the Art Museum and the development of a new art and technology initiative for the Academy and Art Museum, code-named AREA 21. AREA 21 is currently being thought of as a think-tank-incubator-innovation platform for cross disciplinary research and new ideas around the future of art and technology. With the recent hiring of the first-ever Academy graduate as Director of Cranbrook Academy of Art and Art Museum and renewed optimism about the future of the arts in Detroit and Southeast Michigan, it is an exciting time to be a part of the Academy and Art Museum.

The Director of Development reports to the Director of the Academy of Art and Art Museum and maintains an important relationship with the Board of Governors for the Academy of Art and Art Museum for all development activities. S/he currently leads a team comprised of a Director of
Cranbrook Academy of Art and Art Museum
Director of Development

Annual Giving and Membership and a Development Coordinator. The team is also supported by a part-time Alumni Relations Manager, Volunteer Coordinator and a Development Associate. The Director of Development has the opportunity to reimagine and implement a new staffing structure to achieve fundraising goals.

Cranbrook Academy of Art and Art Museum believes there is a significant opportunity to deepen relationships with alumni across the country and world, as well as with private foundations for new and increased philanthropic support. Accordingly, the Director of Development will be expected to strengthen the Academy of Art and Art Museum's ability to research and identify prospective supporters, create effective donor portfolios, and meaningfully engage alumni and foundations. It is expected that the Director of Development will coordinate these activities with those of the Cranbrook Educational Community central development office. S/he will be an enthusiastic face for all development and fundraising initiatives and a knowledgeable, trusted advisor for the Director of the Academy of Art and Art Museum, the Museum Director, and members of the Board of Governors in their fundraising efforts.

RESPONSIBILITIES

The Director of Development has the following primary responsibilities:

- In conjunction with the Director of Cranbrook Academy of Art and Art Museum and the Chief Development Officer for Cranbrook Educational Community, develop short- and long-term plans and strategies for all areas of fundraising.

- Direct the planning, execution and evaluation of annual giving programs, including donor solicitations and acknowledgements, and statistical reports and analysis, and ensure that they are conducted for approved purposes and in compliance with Cranbrook policies and procedures.

- Direct the planning, execution and evaluation of the membership program for Cranbrook Art Museum, including new membership acquisition and membership renewals, retention, and stewardship, and statistical reports and analysis.

- Collaborate with the Co-Chairs of the Board of Governors' Development Committee as well as the Chairs of the Sub-Committees of the Development Committee.

- Staff Development Committee meetings, and ensure appropriate staff coverage on various Sub-Committees.

- Establish effective relationships with and coordinate personal solicitations of major gift donors and high-end annual gift donors, including ongoing identification, cultivation, and stewardship of major gift prospects, and using leadership volunteers, the Director of the Academy of Art and Art Museum and the Director of the Art Museum, or Community leaders, as appropriate.

- Identify, solicit, and cultivate existing and new sources of corporate, government, and foundation prospects for Cranbrook Academy of Art and Art Museum, oversee the preparation and submission of proposals to these donor groups, and ensure proper stewardship of these donors.
In conjunction with the Community's Development Officer responsible for Planned Giving, manage the planned giving program for the Academy and Museum, including identifying, cultivating, soliciting and stewarding existing and new donors, and manage receipt of realized deferred gifts.

Manage the planning, design and launch of any/all events associated with Development activities for the Academy and Museum.

Direct the planning, execution and evaluation of a successful and effective Academy Alumni Relations program, including Alumni Relations staff, support staff and volunteers as they carry out all activities, events, and initiatives.

Collaborate with the Director of the Academy of Art and Art Museum, the Director of the Art Museum and other division leaders to develop and define program priorities, and initiate activities to support these priorities.

Support implementation of Cranbrook Academy of Art and Cranbrook Art Museum Strategic Plans.

Involve, advise, and assist volunteers in the identification, cultivation, solicitation and stewardship of annual fund and major donors and provide training and staff support to such volunteers as needed.

Assist with developing meeting agendas and staffing weekend activities for the National Advisory Committee.

Support and provide advice on the reorganization of the Academy of Art and Art Museum Development activity.

Maintain a positive and collaborative relationship between the divisional Development staff and the Museum and Academy staff, the Artists-in-Residence, students, and alumni.

Work closely with other areas of Development as needed, i.e. Central Development and other divisional Development offices.

Collaborate and maintain positive working relationships with all areas of the Cranbrook community.

Assure prospect-tracking call reports and the development of detailed fundraising reports.

Prepare and provide monthly development reports and analyses to leadership, volunteers, and committees as appropriate.

Maintain attendance, punctuality, and performance standards set forth in Cranbrook’s employee handbook.
Cranbrook Academy of Art and Art Museum
Director of Development

QUALIFICATIONS
The ideal candidate will possess many of the following professional and personal qualifications:

- A strong passion and commitment to mission and values of Cranbrook Educational Community;
- At least eight years of professional experience managing successful fundraising teams for nonprofit organizations and institutions; experience working with museums, cultural or educational institutions would be an advantage;
- Ability to hire, manage, motivate and retain a development team that strives to achieve and exceed goals, leading by example in a visible, open and transparent manner;
- Significant achievement in the areas of major giving, annual giving, corporate giving, foundation giving, and special events, including solicitation of six- or seven-figure gifts;
- Demonstrated experience cultivating high-level donors and in developing strategies for cultivating complex donor engagements with Board members and volunteers;
- Broad experience and skills in fiscal management, fundraising analysis and planning;
- Excellent communication skills, including strong written, verbal and presentation skills;
- Superb social skills and desire to engage with current and potential donors and maintain a consistent presence in the philanthropic community;
- Ability to manage, mentor, and work collaboratively with persons across disciplines and at all levels, both within and outside the organization;
- Ability to travel on behalf of Cranbrook Academy of Art and Art Museum;
- A bachelor’s degree is required; an advanced degree is preferred.

APPLICATION
Cranbrook Academy of Art and Art Museum has engaged Campbell & Company to conduct a nationwide search for their new Director of Development. To be considered for this opportunity, please send resumes and letters of interest to:

Andrew Tuskey
Associate Consultant, Executive Search
andrew.tuskey@campbellcompany.com
(P) (312) 896-8897  (F) (312) 896-8899

Cranbrook Educational Community is an equal opportunity employer and strives to provide a work environment that welcomes diversity.