



AIR FORCE MUSEUM FOUNDATION



Major Gifts Officer

DR*i* Waterstone
HUMAN CAPITAL

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About the Air Force Museum Foundation

Elevating the Legacy of the U.S. Air Force through Support and Preservation

The Air Force Museum Foundation (AFMF) is a dedicated nonprofit organization committed to supporting the National Museum of the United States Air Force™ (NMUSAF), situated at Wright-Patterson Air Force Base near Dayton, Ohio. Functioning as the Museum's crucial partner, the Foundation focuses on securing funding and resources to enhance the Museum's facilities, exhibits, and educational programs.

To ensure the long-term sustainability of the NMUSAF, the Foundation engages in diverse fundraising activities, and strategic partnerships with individuals, corporations, and organizations. By channeling resources to acquire new exhibits, restore historical aircraft, develop educational initiatives, and maintain museum facilities, the Foundation plays a pivotal role in advancing the Museum's mission of preserving and presenting the rich history of the U.S. Air Force.

The NMUSAF, which celebrated its centennial in 2023, is the world's oldest and largest military aviation museum, welcoming 800,000 visitors from across the U.S. and around the world each year. The Museum has received nearly \$100,000,000 in philanthropic support from the Foundation over the last 62 years, shaping the Museum of today as well as the Museum's future.



Core Values

Passion

Performing our roles with purpose, pride, and a positive attitude.

Integrity

Accepting responsibility for our actions by making business decisions through experience and good judgment.

Accountability

Dedicated to achieving positive results; owning and learning from our successes and failures.

Respect

Committed to an inclusive and collaborative work environment.



National Museum of the U.S. Air Force (video)



Access the full video here: <https://www.youtube.com/watch?v=1LSTixdIn8s>



The Opportunity

The Air Force Museum Foundation seeks a dynamic and strategic **Major Gifts Officer (MGO)** to support its fundraising efforts. This is an exciting opportunity to be part of a growing, dynamic, and entrepreneurial team that will work with senior leadership to chart the philanthropic future of the Museum and Foundation.

Reporting to the Chief Development Officer (CDO) and serving as a critical member of the Development team, the MGO will play a pivotal role in developing and executing donor discovery, qualification, engagement, solicitation, and stewardship strategies. The MGO will consistently drive and manage strategic, personalized engagement with individual, corporate, and foundation donors, matching donors' interests and philanthropic priorities with the mission and goals of the Museum and the Foundation.

Responsibilities include:

Donor Management:

- Qualify and manage a portfolio of 125-150 donors.
- Work with donor relations and marketing colleagues to communicate the impact of Foundation donors on the Museum.
- Utilize Museum, Foundation and/or donor events and exhibit openings to cultivate and deepen individual and organizational relationships.

Fundraising Planning:

- Create and maintain an annual fundraising plan in conjunction with the CDO.
- Set objectives for individual and organizational fundraising.
- Attaining and exceeding success metrics such as visits/meetings, meaningful engagements, number of proposals, dollars asked, and dollars raised.

Solicitation and Proposal Writing:

- Solicit individuals, corporations, and other funders directly.
- Write proposals and create supplementary materials for major gift solicitations.
- Deliver donor stewardship content via impactful and contemporary methods.



The Opportunity (Continued)

Prospect Development:

- Use technology and other resources to develop and manage a prospect pool.
- Identify and cultivate new prospect leads.
- Deepen relationships and upgrade annual donors to major giving or planned giving donors.
- Assist in the cultivation of corporate donors and sponsors.

Data Management:

- Maintain database records, hard files, and e-files for all gift officer and donor engagement activities (Blackbaud NXT).
- Partner with Donor Relations, Data/Gift Processing, and AFMF Finance to ensure required gift paperwork and donor recognition/corporate acknowledgments are captured internally and recognized in relevant publications/social media and other collateral.

Communication and Materials Development:

- Provide input on the creation of print/electronic materials conveying Museum and Foundation priorities to current or prospective donors.
- Ensure that materials are segmented and distributed in a targeted, timely, and consistent manner.



The Candidate

The successful candidate will have the strong organizational, relationship, collaboration, and oral and written communication skills necessary to relay the Air Force Museum Foundation's mission effectively. The successful candidate will be mission-driven, possess a high level of autonomy, and have an entrepreneurial mindset.

The candidate will also have:

- 10+ years of nonprofit fundraising experience, including major giving, planned giving, corporate sponsorships, special projects/program support, or capital fundraising.
- A proven track record of successful fundraising and demonstrated experience in securing major gifts.
- A thorough understanding of the Museum and Foundation's history, culture, collection, programs, constituencies, facilities, financial support, and short-, medium-, and long-term funding objectives.
- Knowledge of key stakeholders in the USAF and civilian aviation communities, the national defense sector, STEM education and workforce development communities, and veterans' communities is a plus.
- Experience in the museum sector and museum philanthropy, preferred.



Submit your application at:

<https://driwaterstonehc.com/position/major-gifts-officer-air-force-museum-foundation-2>

Compensation:

\$110,000 - \$120,000 salary per year. Eligible for incentive bonus based on performance.

Location:

The Museum and Foundation are located in Dayton, Ohio. This position is eligible for hybrid work. Remote candidates will be considered.

Required travel:

Local, regional, and national travel is required (25-50%). This position may work during the evenings and on weekends for on- and off-site Foundation activities.

Equal-opportunity Employer

The Air Force Museum Foundation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type on the basis of race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and professional development.

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews for this position will take place via video conference with DRiWaterstone.

About DRiWaterstone

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.