Director of Development

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About The Society of the Cincinnati

The American Revolution secured our national independence, established our republic, created our national identity, and articulated ideals of liberty, equality, and civic responsibility that continue to shape our nation and inspire the world. The Society of the Cincinnati was founded to perpetuate the memory and enduring principles of that vast event.

The Society of the Cincinnati is the nation’s oldest patriotic organization, founded in 1783 by officers of the Continental Army and Navy and their French counterparts who served together in the American Revolution. Its mission is to promote knowledge and appreciation of the achievement of American independence and to foster fellowship among its members. Now a nonprofit educational organization devoted to the principles and ideals of its founders, the modern Society maintains its headquarters, library, and museum at Anderson House in Washington, DC. The library, museum, and other educational programs fall under the oversight of the Society’s American Revolution Institute, founded in 2012 to advance increased public engagement with the Society’s mission, collections, and programs.

DRWaterstone is proud to lead this search.

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Anderson House is a treasure of American history and architectural magnificence. Built between 1902 and 1905, this Beaux-Arts masterpiece in the heart of Washington, D.C., was the vision of Larz Anderson and Isabel Weld Perkins Anderson. This opulent mansion, designed by the renowned architect Arthur Little, served as their home and sanctuary for an impressive collection of art, rare books, and historical artifacts. Today, Anderson House is not only a museum open to the public but also the proud headquarters of the Society of the Cincinnati. As you step through its grand doors, you'll be transported to an era of elegance, with opulent interiors, serene gardens, and a rich history that celebrates the American Revolution and the enduring spirit of its heroes.

Explore Anderson House's grand reception hall, ballroom, library, and drawing room, all showcasing the splendor of Beaux-Arts architecture at its finest. This mansion is a living testament to the architectural mastery of the early 20th century. Outside, the enchanting gardens offer a tranquil escape with terraced lawns, fountains, and timeless sculptures. The commitment to preservation ensures that the legacy of the American Revolution and the architectural beauty of Anderson House endure, inviting visitors to immerse themselves in the captivating stories and cultural heritage it holds. This historic gem is where history and elegance converge in a captivating journey through time.
The Society of the Cincinnati’s educational programs are conducted through its wholly-owned division branded as the American Revolution of the Society of the Cincinnati. The Institute and all of our educational programs are part of the Society’s 501(c)3 charitable operations. The Institute has its own website which is [www.americanrevolutioninstitute.org](http://www.americanrevolutioninstitute.org).

As a part of the Society of the Cincinnati, our Institute has impressive museum and library collections numbering more than 55,000 items which provide scholars, educators, students, and members of the general public access to a wealth of historical materials related to the American Revolutionary War and the founding era of the United States. The collection includes various paintings, artifacts, books, documents, manuscripts, and other items of historical significance—offering a captivating glimpse into the lives of those who shaped the destiny of a nation. As Development Director, your fundraising efforts will include garnering support for these collections.

A significant portion of the Library collections have been digitized and are available online, and the museum’s online collection is growing as well.

**Manuscripts and Documents**: The library collection contains a wide range of manuscripts and documents from the Revolutionary period, including letters, diaries, military orders, and other primary source materials. These documents offer insights into the lives and experiences of those who served in the Continental Army and their allies, as well as illuminating the art of war in the latter half of the 18th century. The library’s collection also includes photographs, daguerreotypes, and descriptions of artifacts and objects associated with the Revolutionary War and its participants.

**Artifacts and Objects**: The Museum collections include all of Anderson House as a national historic landmark, along with thousands of artifacts and objects associated with the Revolutionary War and its participants. These items include uniforms, weapons, personal belongings, and more.

**Artwork**: The museum collections also feature artwork related to the Revolutionary War and the early history of the United States. This includes portraits of notable individuals, battle scenes, and depictions of significant events.

**Publications**: The Society of the Cincinnati has published various books, journals, and newsletters over the years. These publications often contain scholarly articles and essays on topics related to the American Revolution. Its newest book, entitled Freedom, debuts in October 2023.

**Educational Resources**: The online collection includes educational resources such as lesson plans, historical essays, and research guides to help teachers, students, and researchers explore the history of the American Revolution.
The Society of Cincinnati seeks a passionate and strategic development professional to support the organization's future.

**Fueling a Fundraising Revolution:** You'll take the reins in turbocharging annual revenue and setting ambitious growth targets of 4-6% per year. You'll utilize creativity to create fresh revenue streams, with a sharp focus on sustainable, private funds. Transform individual giving through innovative approaches like estate planning and sustainers.

**Educational Excellence through Grants:** Collaborate with the visionary Executive Director to secure grants, expanding reach to grant makers who share the same educational vision. Your role will be instrumental in securing vital funding and captivating a broader audience with the historical narrative. The Library is the leading component of the society's educational brand—The American Revolution Institute (see [www.americanrevolutioninstitute.org](http://www.americanrevolutioninstitute.org)).

**Tech-Driven Fundraising:** Embrace cutting-edge technology, from electrifying social media campaigns to the dynamic world of eGiving, amplifying donor engagement, and boosting digital fundraising—securing 1.4 million dollars annually.

**Preserve History with Panache:** Imagine strategically planning a capital campaign that not only supports the existing programs but also highlights the essential maintenance and long-range endowment of Anderson House and the Society while preserving history for future generations.

**Board Empowerment:** You won't go it alone. Bridge senior staff, passionate board members, and dynamic committees to chart development and fundraising strategies. As an ambassador, articulate the mission and energize stakeholders through training and donor cultivation, fortifying the organization's standing.

**Operational Excellence:** Master budget administration, operations, and reporting. Lead the Development Office to support donor engagement, staff leadership, and data-driven decisions.

**Inspiring Leadership:** Rally your team, fostering a culture of accountability, collaboration, and teamwork among development staff, elevating our fundraising success.
The Candidate

• Appreciation for the mission of the Society and its Institute as well as appreciation for early American history.

• A seasoned fundraiser with at least ten years of development and fundraising experience. Preference is given to those who have worked with either an early American historic site or a historically oriented mission.

• Is a well-rounded fundraiser with experience in annual giving, planned giving, major giving, grant writing, capital campaigns, direct mail campaigns, and moves management.

• Have excellent relationship management and communication skills, both oral and written, as well as excellent approachability/social skills required.

• Will be a flexible and reliable team player who can multitask in a fast-paced environment.

• Bachelor’s degree required with master’s degree preferred.

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https://driwaterstonehc.com/
Applications should be submitted at https://driwaterstonehc.com/position/director-of-development-the-society-of-the-cincinnati

All first-round interviews for this position will take place with 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.

Location: Washington DC

*Equal-opportunity employer:*
The Society of the Cincinnati Inc. provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to 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.

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