



MUSEUM OF FINE ARTS ST. PETERSBURG

Located along the beautiful downtown waterfront of St. Petersburg, Florida, the Museum of Fine Arts, St. Petersburg, (MFA) is a collecting museum serving the Tampa Bay area since its founding in 1965. The MFA is proud to present the only comprehensive art collection on Florida's west coast, spanning 5,000 years of civilization in approximately 20,000 objects from antiquity to present day. Highlights include masterpieces from Monet, Corot, Morisot, O'Keeffe, De Kooning, Rauschenberg, and Whistler among others; a sculpture garden; a glass gallery featuring works by Tiffany, Steuben, and Chihuly; and one of the largest and most respected photography collections in the Southeastern United States.

In a growing city with multiple museums and a thriving cultural life, the MFA provides the broad context into which all other local arts organizations fit. The MFA presents a wide variety of art experiences across the spectrum of time and culture – from provocative contemporary exhibitions by emerging artists to scholarly shows that illuminate the depth and beauty of the Museum's growing collection. With 17,000 square feet in collections galleries and 7700 square feet for temporary exhibitions (including a more intimately scaled Works on Paper gallery) the MFA brings art to life as no other museum in the Tampa Bay area can. In addition to a robust exhibition program, the MFA engages the community through exciting public programs and events for youth to adult, including a multi-disciplinary partnership with the Pinellas County School System as part of the curriculum for kindergarten to grade 12 students.

DESCRIPTION

The MFA St Petersburg is seeking a Manager of Corporate Relations, a strategic position with responsibility for corporate partnerships that contribute to the mission of the Museum. The ideal candidate must be an experienced fundraiser and self-directed team member who serves as primary steward and solicitor for corporate sponsors, building strong relationships that deepen community engagement and increase corporate financial support.

PRINCIPAL RESPONSIBILITIES

- Responsible for growing corporate support for the Museum in collaboration with Development staff and members of the Development Committee of the MFA Board of Trustees through successful solicitation of corporate underwriting/sponsorships and the development and growth of a forthcoming corporate partners program.
- Manage and grow a portfolio of corporate donors and prospects with a focus on soliciting gifts including, but not limited to, a gift range between \$10,000 and \$100,000. Manage renewals and upgrades for donors in portfolio.
- Develop, maintain, and report on a fundraising plan with measurable revenue goals.

- Produce high quality and personalized proposals, reports, solicitations, and other correspondence as needed.
- Create a corporate partners program to include benefits as well as a mechanism to involve young professionals in leadership at the Museum.
- Engage appropriate volunteers and staff in the solicitation process, including cultivation and stewardship activities, and coordination of any support group activity that involves corporate sponsorship.
- Oversee benefit fulfillment, and reporting requirements for corporate partners and corporate underwriters.
- Steward corporate partners and donors to increase satisfaction and investment with continued museum partnerships.
- Develop and maintain a thorough and accurate understanding of the organization's curatorial, educational, and community engagement programs, and overall funding priorities in order to effectively connect donors and prospects to the work of the Museum.
- Conduct tours of the Museum for donors and prospects.
- Perform other duties as needed.

QUALIFICATIONS

- Three years or more of proven fundraising results with a focus on corporate or major gifts
- Availability to work evenings and weekends as required
- Excellent verbal and written communication and presentation skills
- Successful track record working with boards, donors, the public and staff
- Experience cultivating and stewarding a prospect portfolio to meet financial goals
- Familiarity with current fundraising best practices, standards and ethics
- Demonstrated ability to think strategically to achieve results both in self-directed and team-oriented environments
- Proficiency in Microsoft Office suite, Altru or ResearchPoint or similar donor database and prospecting software
- Superior attention to detail, accuracy and coordination
- Enthusiasm for the arts

The MFA is proud to be an equal opportunity employer where all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, gender, gender identity or expression, family status, sexual orientation, disability, age, veteran status or any other characteristic protected by law.

To apply, submit cover letter with salary history and resume to CorpMgr@mfastpete.org. Please no phone calls.