

RxART | DIRECTOR of DEVELOPMENT

ABOUT RxART:

The mission of [RxART](#) is to help children heal through the extraordinary power of visual art. RxART is a New York-based, nationally operating nonprofit organization that commissions established contemporary artists to transform children's hospital settings into engaging and inspiring healing environments full of beauty, humor, and comfort. Every project is produced at no cost to the hospital partners and each commissioned artist is provided with an honorarium and the chance to bring inspiration and joy to children during their medical journey. RxART has completed 58 projects with 91 artists in 38 hospitals across 23 cities in the U.S. since it first launched in 2000. As of 2023, RxART Projects have reached and continue to provide inspiration to more than 3.3 million patients throughout the U.S. RxART currently has a dozen [projects](#) in the pipeline in the U.S., two underway in Canada for RxART Canada, plus the production of the biennial RxART Coloring Book.

POSITION:

RxART is seeking a full-time Director of Development to work in close partnership with the President and Founder, Diane Brown, and Operations Manager. The ideal candidate should be an ambitious, charismatic, and collaborative individual who will play a key role in supporting and leading the small team in all aspects of RxART's growth including fundraising, partnerships, engagement, and events. Current partnerships include ongoing limited-edition collaborations with Artspace and Avant Arte, an ongoing auction house relationship with Christie's, and project-dedicated partnerships with ATWATER, Ducati, and Heritage Auctions.

Responsibilities:

- Work with the founder, and at times, the board of directors, to develop and grow RxART's fundraising strategies, streams of income, and maintain RxART's financial health
- Evolve RxART's donor base nationally by identifying and sustaining new income sources
- Effectively and confidently solicit, engage, & steward donors at all levels, board members, collectors, and partners to achieve annual revenue goals and priorities
- Research, write, direct, and track proposals for individuals, foundations, & corporations
- Plan fiscal year operating budget and individual project budgets, working with the founder, making annual operating projections, and tracking and reporting on budget actuals
- Draft, design, & update sponsorship decks, project proposal decks, and frequent newsletter and Friend Member-dedicated email campaigns
- Develop and oversee all logistics of annual special events, including quarterly Friends of RxART member events, regional fundraising & cultivation events, the annual RxART PARTY, and quarterly board meetings
- Ensure that RxART's donors, board members, and partners feel appreciated and engaged, facilitating their relationships with the founder, project artists, and partners
- Organize events and VIP access with top contemporary art fairs for Friends & donors

- Oversee gift tracking, acknowledgment and receipting, reporting, database management, prospect research, and delegating donation tracking to quarterly development intern
- Develop press releases, announcement roll outs, serve as main contact for press inquiries
- Actively participate in artist reviews and proposals and regularly visit and engage with art exhibitions, artists, and art professional to deepen organization relationships

Qualifications:

- At least 7-10 years of fundraising and development experience, preferably in an arts or cultural organization
- Experience as a frontline fundraiser, cultivating and soliciting gifts of all sizes
- Ability to interact and communicate comfortably and effectively with founder, staff, board members, donors, artists, liaisons, and external partners and stakeholders
- Track record in growing an organization's donor base beyond the current constituency
- Elevated emotional and cognitive intelligence, strong interpersonal and listening skills
- Ability to work well under pressure and re-prioritize projects as needed to meet deadlines
- Passion for contemporary art and artists, knowledge of the art market & trends
- Positive outlook, humor, poise, discernment, and diplomacy are essential to our team
- Ambitious thinker and strategist with a high capacity for complexity
- Engaged with arts professionals, cultural organizations, and social events
- Knowledge of Salesforce, Microsoft Office, Adobe Creative Suite, Google Drive, Zoom, WordPress, Mailchimp, LinkedIn, Social Media Platforms
- Available to work occasional hours outside of office hours for special events
- Bachelor's degree required; advanced degree preferred

Salary: \$90,000 to \$110,000 Annual, commensurate with experience.

Benefits include health insurance, 401(k), paid sick days, and vacation.

RxART is based in New York City.

Full time, in-person.

Hours are Monday to Friday, 10:00 am to 6:00 pm

References required.

To apply, please send a cover letter, resume, and a fundraising writing sample to Diane Brown's attention at info@rxart.net. **Incomplete applications will not be considered.**

RxART is an inclusive, open and collaborative environment that embraces diversity in its work and hiring practices. RxART is an Equal Opportunity Employer and does not discriminate on the basis of age, race, national origin, ethnic origin, citizenship status, disability, religion, creed, gender identity, sex, sexual orientation, marital status, veteran status, or any other characteristics protected by federal, state, or local law in its employment policies.