



## Job Posting – Director of Institutional Advancement

The Virginia Museum of Contemporary Art, the Commonwealth's only museum dedicated specifically to contemporary art, is seeking a seasoned development professional for the newly created position of Director of Institutional Advancement. This position will play a vital role in propelling the museum forward as it enters a new and dynamic stage in its growth. The Director of Institutional Advancement will be charged with the successful planning and execution of an annual and strategic development plan, ensuring optimal resources to serve the mission, programs, and operations of MOCA.

A full job description can be found here: <http://www.virginiamoca.org/about-moca/employment>

The successful candidate will have 8+ years of increased responsibilities in the development field, with demonstrated success in securing five and six figure major gifts. Proven managerial effectiveness and leadership is required as are excellent interpersonal, oral, and written communication skills. Must be able to think and to plan long-term regarding revenue streams. The Director of Institutional Advancement must be highly self-motivated and work well independently, while also working in tandem with other department directors and the Executive Director.

### DESIRED ATTRIBUTES:

- Ability to work independently
- Excellent decision-making, time management and problem-solving skills
- Flexibility
- High degree of ethics and discretion
- Results-oriented: Must be comfortable in a fast-paced, goal oriented, and accountable environment
- Strategic thinker
- A passion for the visual arts and a commitment to the mission of MOCA

APPLICATION INFORMATION: Please send a resume, cover letter, and salary requirement to [Virginia@VirginiaMOCA.org](mailto:Virginia@VirginiaMOCA.org). No phone calls please.

**MOCA employs an inclusive work environment and actively embraces diversity in its staffing, ideas, direction and experiences. We highly encourage people of color, individuals with disabilities, and other historically underrepresented groups to apply.**

*MOCA is a nonprofit institution founded in 1952 to foster awareness, exploration, and understanding of the significant art of our time. Regularly changing exhibitions feature painting, sculpture, photography, glass, video, and other visual media from internationally acclaimed artists as well as artists of national and regional renown. By balancing its four primary activities—gallery exhibitions, studio art classes, educational outreach programs, and outdoor art shows—MOCA seeks to involve a diverse regional public in the rich and active language of contemporary visual art. For more information, please visit <http://www.virginiamoca.org>.*