



Director of Development

Transformational opportunity to impact an iconic project and expand the role of the Art Gallery of Nova Scotia at home and around the world.

It is a transformational moment for the Art Gallery of Nova Scotia. Since 1908, the Gallery has been a catalyst to profile visual arts within the province and nationally. As an agency of the Province of Nova Scotia and one of the premiere arts institutions in Canada, the Gallery is on the cusp of a very exciting chapter as it launches an iconic new \$130 million home on the Halifax waterfront. The vision is to create a spectacular and inclusive public gathering place that connects people with art as inspiration for creative thinking. With locations in Halifax and Yarmouth, the Art Gallery of Nova Scotia seeks to present the most vital and engaging contemporary art from around the world, embracing tradition and the past by applying a contemporary viewpoint that addresses relevant issues and challenges perspectives.

The Director of Development plays a leadership role as convener, ambassador and champion, building long term relationships with key stakeholders and supporters, elevating the importance of culture to community to realize the Gallery's mission, capital and operational goals.

Reporting to the Director and CEO and as a member of the senior leadership team, the Director of Development is a passionate and visible leader with responsibility for all aspects of the Gallery's fundraising and philanthropic programs, playing a strategic leadership role in the capital campaign, driving fundraising activities, expanding a network of donors, stewarding relationships and increasing support from individual and institutional contributors. The Director provides strong leadership, guidance and support to an efficient and talented development team. Working closely with the Director and CEO, the Board of Governors, staff volunteers and campaign leadership, they lead the identification, cultivation, solicitation and stewardship of major gifts and donations in order to realize the Gallery's \$40 million fundraising goal.

The successful candidate has at minimum an undergraduate degree coupled with at least eight years of fundraising leadership experience with demonstrated success in developing and executing on strategic fundraising programs including major gifts, capital campaigns and events. They possess strong project management skills and have a track record of success identifying, stewarding and delivering major gifts. Experience in the cultural/arts sector is considered an asset as is knowledge of local and national philanthropic communities that support the visual arts. The successful candidate is an inspirational leader with proven experience developing and leading high-performing teams as well as managing and motivating a network of volunteer fundraisers. They have superior EQ, gravitas and exceptional communication skills with strong experience forging sustainable long term relationships, partnerships and philanthropic results.

To learn more about the Gallery, visit: www.artgalleryofnovascotia.ca

If this important leadership opportunity meets your career aspirations, please forward your résumé in confidence to Royer Thompson at recruit@royerthompson.com. For further information, please contact Amy Reid at 902-422-2099.

Royer Thompson Management & Human Resources Consulting is a talent management firm focused on capturing the full potential of people in organizations by supporting a shared sense of purpose, recruiting and cultivating leadership, and fostering an innovative, caring and entrepreneurial spirit.



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