

Director of Development

Drive the Future of Automotive Heritage

Are you passionate about preserving history, inspiring future generations, and building meaningful relationships that create lasting impact? America's Automotive Trust, together with our partners and member organizations of LeMay – America's Car Museum, and The RPM Foundation, is seeking an experienced, dynamic **Director of Development** to lead our fundraising and donor engagement efforts.

As a member of the Leadership Team, the **Director of Development** will develop and execute a comprehensive fundraising strategy that supports exhibitions, educational programs, vehicle preservation, capital projects, and long-term organizational growth. This is an exciting opportunity for a fundraising professional who thrives on cultivating relations and connecting donors with a mission that celebrates the innovation, culture, and legacy of the automobile.

Who We Are

It wasn't long ago that cars were a much bigger part of American life. For most, they were the first taste of freedom that opened the doors and the world to endless possibilities. Cruising down the main drag or backroads for Sunday family adventures was a part of life.

We believe that cars connect us to the best things in life and that America's love affair with the automobile should not only be recognized as part of our history, but of our future. Knowing others believe the same, we saw an opportunity for like-minded organizations to work together and in 2016, established America's Automotive Trust to do just that.

Together with our partners and member organizations of LeMay – America's Car Museum and the RPM Foundation, we fulfill our purpose to honor the past, celebrate the present, and drive the future of car culture.

Education is at the heart of everything we do, and driving is at our core – from the classroom to the open road. Our automotive heritage should be secured for future generations – a mission that can only truly be accomplished by working together. Through America's Automotive Trust, we share resources and support each other, streamlining efforts to make a greater impact.

Role Overview

The **Director of Development** reports directly to the CEO and develops and implements fundraising strategies and activities to carry forward the mission and vision of America's Automotive Trust (AAT) Major Gift and Planned Giving, Membership and Annual Fund, Corporate Sponsorships, Foundation & Grants, and Concours and Club Auto member development.

This position initiates, maintains, and grows major donor relationships and identifies prospects with the potential of generating gifts at or above the \$100,000 level; works closely with the Major Gifts Manager in developing, strengthening, and growing membership and cultivate, solicit and steward current and prospective major donors on a national level; and with Corporate Foundations Relations Officer in outreach efforts and research of potential sponsorship and grant applications.

The **Director of Development** will spend a significant amount of time stewarding donors while connecting their passion and interest in automobiles, historic preservation, and education with opportunities to financially support AAT's vision and mission. This position is considered hybrid with a minimum of 20% of the time each week in the office to provide support to the Development Team and coordination with the Leadership Team.

Key Responsibilities

- Develop and implement annual and long-term fundraising strategies to meet revenue goals.
- Cultivate, solicit, and steward major donors, sponsors, foundations, and corporate partners.
- Successfully generate new and/or increased gifts at the \$100,000+ level, with the goal of generating a portfolio greater than \$750,000 annually.
- Build and manage a robust portfolio of individual, corporate, and philanthropic supporters.
- Partner with the Chief Executive Officer, Chairman of the Board, and Board of Directors to advance fundraising initiatives.
- Lead annual giving campaigns, planned giving programs, and special projects.
- Oversee sponsorship programs for exhibitions, educational programs, exhibits, and signature events.
- Oversee grant opportunities, proposals, development, and reporting.
- Oversee donor communications, recognition programs, and stewardship activities.
- Track fundraising performance and maintain accurate donor records with the CRM database.
- Represent the Trust at signature, community and automotive events

Qualifications

The incumbent for this position must possess a Bachelor's degree and 5 years of proven significant, successful fundraising experience in the cultivation, solicitation, and stewardship of benefactors with a demonstrated record of securing gifts of \$100,000 and above. Demonstrated success in Major Gift fundraising in a large non-profit or educational institution is highly desired. Additional relevant education or experience may be substituted, one for the other, on a year-for-year basis.

Additional Qualifications

- Innovative and creative approach to major fund development.
- Familiarity and appreciation for historic and collectible vehicles.
- Interest and willingness to participate in the activities and events of the auto enthusiast community.

What We Offer

- The annual salary range for this position is \$105,044.86 - \$138,981.85, DOE. As part of the compensation structure, 10% of the annual salary (\$10,505 - 13,898) will be deferred as incentive compensation, which will be awarded quarterly, contingent upon the successful achievement of established fundraising deliverables and performance objectives for each quarter.
- Comprehensive benefits package includes medical, dental, vision, life insurance, FSA, retirement plan with match, vacation, sick leave, and paid holidays.
- Opportunity to preserve and celebrate automotive heritage.

- Collaborative and passionate team environment.
- Professional growth and leadership opportunity: VP of Institutional Advancement.

Apply Today

To apply, please submit your resume and cover letter detailing your fundraising accomplishments and interest in supporting The Trust's mission, to: HR@aat.org.

America's Automotive Trust (AAT) believes in promoting diversity, equity, and inclusion – not just in the world we all live, but within our own organization and work culture. A diverse work environment gives us new perspectives on others, helps with problem-solving and decision-making, and leads to employees from all aspects of life working together while comfortably being themselves. AAT is an equal opportunity employer, and it is our goal to continue to improve our programs, processes, and initiatives in working towards and embracing a culture of diversity, belonging, equity, and inclusion.