



The Fabric Workshop
and Museum

Senior Director of Advancement

The Fabric Workshop and Museum | Philadelphia, PA

About The Fabric Workshop and Museum

The Fabric Workshop and Museum (FWM) is an internationally acclaimed contemporary art museum that stands at the intersection of artistic innovation and creative collaboration. For nearly five decades, we have been devoted to both the creation and presentation of groundbreaking works of art through our unique Artist-in-Residence Program, which provides artists at all stages of their careers the opportunity to experiment with new materials and media, taking their work in fresh and often unexpected directions.

Founded in 1977, FWM presents ambitious exhibitions that convey a compelling story of contemporary art, uniting process with finished works. What began as an invitation for artists to experiment with fabric has evolved into a dynamic platform for creative exploration across sculpture, installation, video, painting, photography, ceramics, and architecture. Our on-site studios provide visitors the rare opportunity to witness artwork from conception to completion, making the creative process as accessible as the final work.

FWM's distinctive permanent collection preserves not only completed works but also material research, samples, prototypes, and documentation of artists making and speaking about their work. This comprehensive archive captures the full arc of artistic production, ensuring that the spirit of investigation and discovery reaches beyond our walls to inspire the broader public, advancing art's role as a catalyst for creativity and social connection.

The Opportunity

Join FWM as our **Senior Director of Advancement** and become the chief architect of philanthropic support, driving our mission forward into the next chapter of artistic excellence. This is a highly visible and strategic leadership role for a confident

fundraiser, collaborative leader, and skilled communicator who can inspire transformative giving for our exhibitions, programs, and institutional priorities.

As a key member of our leadership team, you'll oversee all aspects of fundraising—from major gifts and institutional giving to membership, campaigns, and signature events. This position offers the unique opportunity to shape the future of one of the nation's most vibrant contemporary art institutions while working directly with artists, donors, foundations, and community partners who share our passion for pushing artistic boundaries.

The position reports directly to the Executive Director.

This is an in-person, public facing, full-time position working 40 hours per week (Monday–Friday, 10:00 am–6:00 pm), with occasional evening or weekend events. FWM staff have the option of working remotely on Mondays.

The starting salary range is \$95,000–\$105,000 annually and is commensurate with experience. Benefits package includes medical, vision, and dental, access to retirement savings, vacation time and sick/personal days, paid holidays, access to an employee assistance program, FWM membership, FWM Store employee discount, and American Alliance of Museums membership.

Supervisory Responsibilities

- Oversees Advancement Team (1–2 full-time employees)
- Staff liaison to Development Committee of the Board of Directors
- Manages external grant writers, consultants, and vendors as necessary

What You'll Do

Strategic Leadership & Vision

- Develop and lead FWM's comprehensive fundraising strategy across major gifts, annual giving, foundation and corporate grants, membership, planned giving, and signature events
- Partner with the Executive Director, Board, and Development Committee to align fundraising strategies with our mission and institutional priorities
- Play an active role in recruiting and engaging prospective Board members who will champion our vision

Relationship Building & Donor Engagement

- Build and maintain transformative relationships with individual donors, foundations, corporations, Board members, and community partners

- Direct all aspects of donor stewardship to ensure an exceptional experience from cultivation through acknowledgment
- Create and execute innovative strategies to attract corporate partners, with emphasis on meaningful sponsorship opportunities

Program Management & Growth

- Oversee planning and execution of signature fundraising events and donor engagement experiences that showcase FWM's unique artistic program
- Develop and monitor our annual development plan and department budget, ensuring fundraising targets are met or exceeded
- Design and oversee systems for gift management, reporting, and stewardship that reflect best practices in the field

Team Leadership & Collaboration

- Grow and mentor a professional Advancement team, including direct supervision of Advancement Coordinator, grant writers, consultants, and vendors
- Collaborate with Marketing and Communications team to create compelling donor communications and campaign materials
- Partner with Executive leadership on long-term financial planning to ensure our advancement efforts contribute to FWM's sustainability and growth

Who You Are

Essential Qualifications

- Bachelor's degree required; CFRE certification preferred
- Minimum of seven years of progressive experience in nonprofit advancement or development, ideally within a museum or cultural organization
- Proven track record of securing and stewarding major gifts, including six- and seven-figure contributions from individuals, foundations, and corporations
- Demonstrated success in designing and implementing integrated fundraising strategies across annual giving, major gifts, and capital campaigns
- Strong leadership skills with experience managing and mentoring high-performing fundraising teams
- Proficiency in fundraising CRM systems (including Bloomerang) and Microsoft Office Suite
- Deep understanding of philanthropic trends, donor motivations, fundraising ethics, and stewardship best practices
- Exceptional skills in donor relations, writing, public speaking, event planning, and hospitality, with the ability to communicate vision and impact to diverse audiences
- Highest level of tact and discretion with confidential information

What Sets You Apart

- Genuine passion for contemporary art, culture, education, and community impact
- High comfort level engaging with high-net-worth individuals and institutional funders
- Experience supporting capital campaigns or institutional growth initiatives
- Ability to thrive in a fast-paced, mission-driven environment with multiple stakeholders
- Entrepreneurial spirit and enthusiasm for envisioning and nurturing a high-functioning department and team
- Passion for FWM's mission and ability to communicate this mission to donors and prospects in truly inspiring ways

Ready to Apply?

If you feel like you'd be a good fit for this position but are concerned that you might not be 100% aligned with every qualification, we encourage you to apply. Selected candidates rarely meet 100% of all qualifications for a position, and we do not want to miss the opportunity to meet an excellent candidate.

Interested candidates should address a letter of interest, resume and contact information to opportunities@fabricworkshopandmuseum.org. Kindly include "Application: Senior Director of Advancement" in the subject line of your email. Please submit your materials on or before Wednesday, October 15, 2025 by 11:59 pm EST.

After applications are reviewed, selected applicants will be contacted for interviews.

Our Commitment to You

FWM is committed to the principles of equal employment opportunity and fostering an environment that welcomes and encourages recruiting and retaining qualified candidates from diverse groups. We provide equal opportunity to applicants without regard to race, color, religion, gender identity/expression, sexual orientation, national or ethnic origin, age, disability, or status as a veteran.

Just as we celebrate diverse artistic voices in our galleries, we believe that diverse perspectives in our workplace strengthen our ability to serve our community and fulfill our mission. We actively seek candidates who will contribute to the rich tapestry of experiences, backgrounds, and ideas that make FWM a dynamic place to create, learn, and grow.

To perform this job successfully, an individual must be able to perform each essential job duty satisfactorily. Reasonable accommodation may be made to enable qualified individuals with disabilities to perform essential job functions.

Physical Demands and Work Environment

- Frequently required to stand
- Frequently required to walk
- Continually required to sit
- Continually required to utilize hand and finger dexterity
- Occasionally required to climb, balance, bend, stoop, kneel or crawl
- Continually required to talk or hear
- Continually utilize visual acuity to operate equipment, read technical information, and/or use a keyboard
- Occasionally required to lift/push/carry items up to 50 pounds
- Occasionally exposed to wet and/or humid conditions (non-weather)
- Occasionally work near moving mechanical parts
- Occasionally work in high, precarious places
- Occasionally work around fumes, airborne particles, or toxic chemicals (as used in the print studio)
- Occasionally exposed to loud noises (example: woodshop machinery)

Ready to help shape the future of contemporary art? We want to hear from you. We look forward to your application.

The Fabric Workshop and Museum is located in Philadelphia, PA.