



Los Angeles County Museum of Art
Director of Membership

The Director of Membership will be responsible for the formulation and execution of programs designed to build membership enrollment and to support the current membership base.

LACMA is seeking a qualified candidate with an interest in challenging traditional models for membership while maintaining a robust membership of more than 50,000 individuals and households.

Working closely with Marketing and Development staff, the Director implements marketing and communications programs, establishes goals and identifies appropriate measurement metrics.

Supervising a staff of three direct reports, the Director is responsible for specific revenue goals and is charged with effective management of a budget of more than \$2,500,000.

Successful candidate will have knowledge of web-based fundraising, alternatives to direct mail and new audience engagement opportunities. Candidates will be able to demonstrate facility with list and database management, possess strong data and ROI analytical skills. Excellent verbal and written communication skills are essential as is a working knowledge of BlackBaud's RaisersEdge and PatronEdge, or comparable database. Bachelor's degree, 5 years of experience in managing marketing campaigns for membership organizations, and active interest in art is desirable.

Organization Overview

With over 115,000 objects dating from ancient times to the present, the Los Angeles County Museum of Art (LACMA) is the largest art museum in the western United States. A museum of growing international stature as well as a vital part of Southern California, LACMA shares its vast collections through exhibitions, public programs, and research facilities that attract over a million visitors annually.

LACMA's seven-building complex is located on twenty acres in the heart of Los Angeles, halfway between the ocean and downtown. The campus is undergoing a ten-year expansion and renovation known as the *Transformation* and designed by the Renzo Piano Building

Workshop. The *Transformation* has included the installation of monumental artwork such as Chris Burden's *Urban Light* and Michael Heizer's *Levitated Mass*, both of which have garnered international acclaim and attention.

LACMA's collections encompass the geographic world and virtually the entire history of art. Since Michael Govan's arrival in 2006, the museum has focused on viewing and interpreting those collections through a contemporary lens. Among the museum's special strengths are its holdings of Asian art, housed in part in the Bruce Goff-designed Pavilion for Japanese Art; Latin American art, ranging from pre-Columbian masterpieces to works by leading modern and contemporary artists including Diego Rivera, Frida Kahlo, and José Clemente Orozco; Costumes and Textiles, Decorative Arts & Design, including strong holdings in the CA Arts & Crafts movement as well as CA Mid-Century Design; and Islamic art, of which LACMA hosts one of the most significant collections in the world.

LACMA's Mission Statement

To serve the public through the collection, conservation, exhibition, and interpretation of significant works of art from a broad range of cultures and historical periods, and through the translation of these collections into meaningful educational, aesthetic, intellectual, and cultural experiences for the widest array of audiences.

Interested Candidates should submit their resume and cover letter to:

Human Resources @ <http://www.lacma.org/jobs>

Or directly to Terry Morello, Vice President, External Affairs tmorello@lacma.org