



Senior Advancement Officer, Principal Giving

COMPENSATION

Salary Range: \$110,000 - \$125,000

Applications will be accepted until **August 14, 2026**.
All applicants must [apply online here](#).

Vincent van Gogh, Olive Trees, 1889, oil on canvas.

Minneapolis Institute of Art

Senior Advancement Officer, Principal Giving

Ballinger | Leafblad is honored to partner with [Mia](#) on the search for its new Senior Advancement Officer, Principal Giving. This search comes at a pivotal moment for the museum as it advances its strategic priorities and deepens its commitment to access, excellence, and long-term sustainability. The Senior Advancement Officer, Principal Giving will play a central leadership role in implementing a comprehensive fundraising strategy that supports operations, exhibitions, collections, and the museum's future growth. Working in close partnership with the Director, Board, Chief Advancement Officer, Senior Head of Advancement, and senior leadership team, this leader will steward a sophisticated advancement program grounded in strong relationship-building, thoughtful collaboration, and a deep appreciation for Mia's civic, cultural, and philanthropic role in the region.



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OVERVIEW

The Minneapolis Institute of Art (Mia) is a world-class art museum committed to enriching its community by collecting, preserving, and making accessible outstanding works of art from the world's diverse cultures.

Mia's encyclopedic collection includes more than 100,000 artworks spanning roughly 5,000 years of human creativity, representing artistic traditions from every culture and time period. The museum makes this breadth of human expression accessible through free general admission, outstanding special exhibitions and a broad array of public programs, classes, tours, and digital resources that engage learners at every stage of life. Through its commitment to accessibility and learning, Mia reaches more than half a million visitors a year.

As a cultural leader for the Twin Cities, Mia continues to evolve how a public art museum serves its community. Its work emphasizes deep engagement, expanded access, and partnerships that reflect the region's diversity and creative energy. Through a balance of historic and contemporary exhibitions, robust educational initiatives, and sustained investment in equity, sustainability, and audience experience, Mia fosters meaningful connection between people and art while stewarding a collection held in trust for future generations.



ADVANCEMENT OVERVIEW



A Defining Moment for Advancement

Mia's [Advancement Division](#) is operating at a moment of opportunity and responsibility. Ensuring the museum's place in the community for generations to come is the legacy of thousands of volunteers, donors, members, Friends, and sponsors whose collective contributions have built a strong culture of philanthropy. With solid foundations in place, the department is positioned to support Mia as it enters a new era of stewardship and long-term investment.

Scope and Structure

Advancement at Mia spans [individual giving at all levels](#), major and principal gifts, corporate and foundation partnerships, membership, stewardship and donor engagement, events, prospect research, and operations. Each year, more than 16,000 contributing households support the museum, reflecting broad and sustained community engagement across first-time visitors and long-standing members alike.

Leadership and Team

The division is led by Chief Advancement Officer Julianne Amendola, whose more than two decades at Mia have shaped a culture rooted in trust, collaboration, and relationship-centered fundraising. Advancement includes approximately 20 professionals, bringing together experienced leaders and a rising generation of fundraisers. The team works in close partnership with curatorial, finance, and executive leadership to align philanthropy with institutional priorities.

Looking Ahead

As Mia advances a historic capital campaign and strengthens major and principal giving capacity, the Advancement Division is focused on clarity, mentorship, and shared accountability. The emphasis is on building confidence across the team while ensuring ambition is matched by strong systems and a culture that supports people and performance.

SENIOR ADVANCEMENT OFFICER, PRINCIPAL GIVING

SUMMARY

The Senior Advancement Officer, Principal Giving holds a critical leadership position within Mia's Advancement team during an important period of growth and ambition for the museum. Reporting to the Senior Head of Advancement, this role is responsible for cultivating and stewarding a focused portfolio of the museum's highest-capacity donors and prospects, with an emphasis on securing transformational six- to eight-figure commitments. The role partners closely with museum leadership, trustees, and campaign counsel on complex, long-term donor strategies and plays an integral role in shaping and advancing a major capital effort. In addition to managing a principal gift portfolio, this experienced frontline gift officer will support overall growth of the principal giving program and help to strengthen practice, confidence, and results across the broader advancement team.



DESIRED QUALIFICATIONS

- 8+ years' frontline fundraising experience preferably in principal gifts fundraising.
- Demonstrated success securing and stewarding six- and seven-figure gifts and select eight-figure opportunities, including complex and restricted commitments.
- Experience working in or alongside a major capital campaign.
- Proven ability to manage and prioritize a significant principal gift portfolio (50-75 prospective principal gift donors) with discipline and sound judgment.
- Knowledge of and experience with planned giving concepts and the complexities of integrating deferred and blended gifts into donor strategies.
- Experience strengthening major gift practice and performance.
- Solid understanding of advancement operations, moves management, and fundraising infrastructure.
- Comfort using fundraising data, reporting, and CRM systems such as Salesforce to inform strategy and track progress.
- Excellent communication and organizational skills, with the ability to manage multiple priorities in a fast-paced environment.
- Genuine alignment with Mia's mission and a belief in the power of art as a public good.

KEY RESPONSIBILITIES

PRINCIPAL GIVING PORTFOLIO & DONOR STRATEGY

- Manage a focused portfolio of Mia's highest-capacity donors and prospects, with responsibility for securing six- and seven-figure gifts and select eight-figure opportunities.
- Lead cultivation, solicitation, and stewardship strategies tied primarily to the campaign, as well as other complex restricted priorities, succession planning, and long-term commitments.
- Integrate planned giving and blended gift strategies into donor conversations when appropriate, working in partnership with colleagues and advisors to support long-term donor relationships.

CAMPAIGN LEADERSHIP & INSTITUTIONAL PARTNERSHIP

- Serve as a key partner to the Senior Head of Advancement, Chief Advancement Officer, Director & President, senior leadership team, and Board members on principal gift and campaign strategy.
- Collaborate closely with department heads, curators, and program leaders to ensure donor opportunities are well-developed, aligned, and clearly articulated.
- Work in coordination with external campaign counsel and fundraising advisors to support planning, strategy refinement, and execution.
- Ensure principal giving efforts support not only the current campaign, but also Mia's long-term philanthropic trajectory beyond this initiative.

PROGRAM LEADERSHIP & PRACTICE BUILDING

- Model best practices in moves management, donor strategy, and cross-functional coordination, raising the overall quality of fundraising practice.
- Support the team in prioritizing high-impact opportunities and navigating complex donor situations with clarity and care.
- Contribute to long-term team capacity building, with the opportunity to help shape future roles as the department evolves.

ADVANCEMENT OPERATIONS & CROSS-FUNCTIONAL COLLABORATION

- Partner with Advancement Operations and Finance to ensure accurate documentation, compliance, and stewardship of complex and deferred gifts.
- Support the effective use of CRM (Salesforce) and fundraising systems to track donor engagement, manage portfolios, and inform strategy.
- Bring discipline and follow-through to gift agreements, restrictions, and donor expectations, reinforcing trust and institutional accountability.
- Promote consistent communication, planning, and process discipline across Advancement during a period of increased campaign activity.



Compensation

The salary range for this position is \$110,000 - \$125,000.

Compensation includes participation in a comprehensive and generous benefits package, which you can read [more about here](#).

Where the work happens

This is a primarily in-office role, with significant time also spent in donor and partner meetings. When not meeting with donors or external stakeholders, the expectation is that this leader works from the office, reflecting the importance of in-person collaboration, accessibility, and relationship building with colleagues. Flexibility is available, but regular, consistent presence is an expectation of the role.

The role also requires occasional evenings and weekends to support donor engagement, community events, and key organizational moments.

Delaney Beauford, Untitled, 1947, oil on masonite.

To Apply

All applicants must [apply online here](#).

To apply, a resume and cover letter are required for consideration.

We strive for a transparent and supportive process, starting with an initial review of applications, followed by exploratory conversations with qualified candidates, in-depth interviews, and open communication throughout. There will be an immediate and ongoing review of candidates, so we encourage and appreciate early applications.

All inquiries will be handled with strict confidentiality, subject to standard recruiting practices and any applicable legal disclosure obligations.

For more details or questions, inquiries may also be directed to Jen Hanlon Ash, jen@ballingerleafblad.com.

Early application is encouraged. Review of materials begins immediately.
Applications due by August 14, 2026.

Ballinger | Leafblad Search Team

Our collaborative search model is led by partners who bring deep expertise in executive recruitment, stakeholder engagement, strategic communications, and search execution. With a disciplined, relationship-centered approach and strong operational rigor, we ensure a seamless process and a successful outcome for every search.



Jen Hanlon Ash
Principal



Jamie Millard
Managing Partner

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ABOUT BALLINGER | LEAFBLAD

Founded in 2014, Ballinger | Leafblad is a civic-focused executive search firm driven by a passion for strengthening leadership in mission-driven organizations. Rooted in partnership and a deep connection to the communities we serve, we specialize in matching organizations with exceptional leaders who align with their values and vision. Our approach is relationship-centered and designed to foster meaningful, long-term impact.

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