



**National
Nordic
Museum**

2655 NW Market St
Seattle, WA 98107

nordicmuseum.org

Job Posting

Director of Partnerships

Reports to: Chief Community Officer

Department: Development

Status: Full-time, exempt

Compensation: \$90,000-\$110,000 per year

Schedule: 40 hours per week including some evenings and weekends

Location: On-site

Benefits: The benefits package for this role includes paid sick leave, vacation, and holidays; access to our 403(b)-retirement plan; medical/dental insurance plan, and Flexible Spending Account; unlimited Orca card; and exclusive Museum discounts.

Date Posted: 04/11/2025

Position Overview:

The Director of Partnerships manages and leads the Museum's philanthropic support and fund development plans and initiatives aligned with the organizational priorities of NNM. This position oversees the Museum's annual campaigns, membership, corporate and foundation support, major gifts, and fundraising events. Above all, the Director of Partnerships collaborates strongly with the Director of Marketing and other key Community Team leadership and staff members to create an impactful brand and resource-building enterprise. The Director of Partnerships serves on the Museum's senior leadership team and provides critical engagement roles for the Museum's outreach and community activities.

Essential Job Functions:

- Build deep and values-based relationships with supporters at all levels from all the communities we serve or may serve.
- Manage and grow support for all community and fundraising events and festivals, general membership and President's Club programs.
- Manage grant-seeking efforts and cultivate major prospects, including individuals, corporations and foundations.
- Manage Salesforce usage protocols and implement systems to support all Development operations as well as cross-departmental projects.
- Oversee the staff management, budgeting, performance, and reporting of the Development Department.



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- Provide outstanding representation of the Museum to build relationships with staff, Trustees, visitors, donors, prospects, volunteers, and foundations.

Knowledge, Skills, and Abilities:

- Knowledge of current philanthropic trends and non-profit practices.
- Demonstrated fundraising success in corporate, foundation, individual and major gifts along with additional sources of revenue generation.
- Excellent verbal, writing, editing and strong public speaking skills.
- Excellent management skills and the ability to lead, motivate, and support staff and volunteers.
- Ability to manage multiple tasks and projects with high energy and strong problem-solving skills.
- Ability to maintain strict confidentiality of extremely sensitive data, records, and conversations.

Requirements:

- 5+ years of diversified non-profit development experience in a leadership role.
- Proficient in Salesforce CRM and Microsoft365 applications.
- Experience with a variety of software platforms, with the ability to adapt to new tools and technologies as needed.
- Weekend and evening work, as required.
- Valid Driver's License.
- Ability to lift 20lbs.
- Ability to be seated/standing for extended periods.

NOTE: This job description is not intended to be all-inclusive. All employees are expected to perform other duties to meet the organization's ongoing needs.

To Apply: Please e-mail letter of interest and resume to: hr@nordicmuseum.org with "Director of Partnerships Application" in the subject line. Incomplete submissions will not be considered. No phone calls please. Position open until filled.

Masked Hiring Policy: In an effort to reduce unintended biases, an attempt will be made to mask all candidates' identities and demographic details during the initial screening process. We ask candidates not to include photos or other unnecessary personal details in their submissions.



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About the Museum

Founded in 1979, the National Nordic Museum (NNM) is the only institution of its size and scale in the United States to present the history and culture of the entire Nordic region (Denmark, Finland, Iceland, Norway, Sweden, the regions of the Faroe Islands, Greenland, and Åland, and the cultural region of Sápmi) and the legacy of Nordic immigrants to the United States. Additionally, the Museum features exhibitions ranging from historical examinations of African Americans who migrated to Nordic countries in the 20th century, to contemporary immersive installations by artists such as Jónsi.

Located along Seattle's working waterfront in an iconic building that embodies Nordic design, the institution is both a museum and a community gathering place.

Our Mission

The NNM shares Nordic culture, values, and ideas with people of all ages and backgrounds to create connections, generate dialogue, and inspire new perspectives.

Our Vision

Through the history we illuminate, the stories we tell, the connections we make, and the values we promote, we inspire our visitors to create a more vibrant, more just, more sustainable world.

Our Values

- **Openness:** Foster trust and tolerance, and support everyone's right to express their opinions.
- **Sustainability:** Embrace a connection to nature and employ responsible practices that demonstrate respect for our environment.
- **Social Justice:** Exhibit compassion, respect others, and manifest a conviction for the equal value of all people.
- **Innovation:** Encourage creativity, resourcefulness, and new ways of thinking.

Equal Opportunities for All

The National Nordic Museum provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state, and local laws.