



# MUSEUM ASSOCIATION OF NEW YORK

## **Candidate Profile: Executive Director**

**Location:** Troy, NY

The **Museum Association of New York (MANY)** is seeking a visionary and dynamic leader to guide the organization into its next chapter. MANY plays a vital role in supporting museums across New York State, providing resources, advocacy, and a platform for museums of all sizes to thrive in an ever-changing landscape. With over 700 member organizations, MANY serves as a trusted partner to New York's museum professionals, facilitating collaboration, sharing best practices, and advancing the field through innovative programs and advocacy.

As Executive Director, you will have the unique opportunity to shape the future of museums throughout New York State. You will lead a passionate team and a dedicated Board of Directors, overseeing the organization's strategic direction, operations, and external relationships. MANY has been at the forefront of providing professional development, expanding museum advocacy efforts, and delivering critical resources to the field. The next Executive Director will continue this important work while positioning MANY to meet the evolving needs of museums in an increasingly digital and diverse world.

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## **About the Museum Association of New York (MANY)**

Founded with the mission to shape a better future for museums, MANY is New York's only statewide membership association dedicated to supporting the advancement of museums. From small historical societies to large, internationally renowned institutions, MANY's members span all regions of the state and represent the rich cultural fabric of New York. MANY provides a wide range of services, including professional development, advocacy, and networking opportunities that help museums of all sizes and types succeed.



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MANY's vision is for a museum field that is resilient, inclusive, and essential to their communities. By offering resources and advocating for museums at the state and federal levels, MANY ensures that museums continue to serve as vital educational and cultural resources in New York.

With an annual conference that attracts museum professionals from across the state, MANY also serves as a convener, providing opportunities for learning, inspiration, and collaboration. The Executive Director will play a key role in maintaining this tradition while exploring new ways to support the museum community.

Learn more about MANY at [nysmuseums.org](https://nysmuseums.org).

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## The Opportunity

The Executive Director will provide strategic and operational leadership for MANY, working in close partnership with the Board and staff to ensure the organization's continued growth and impact. This leader will build on MANY's strong foundation, further expanding its role as a key advocate and resource for New York's museums. The ideal candidate will have a passion for museums, a deep understanding of the challenges facing cultural institutions today, and the vision to lead MANY into its next phase of success.

The Executive Director will:

- Lead the development and implementation of a strategic vision for MANY, in partnership with the Board, staff, and key stakeholders.
- Serve as the primary ambassador for MANY, representing the organization to museum professionals, government officials, funders, and the public.
- Oversee the delivery of high-quality programs, including the annual conference, workshops, and advocacy efforts, ensuring alignment with MANY's mission and the needs of the museum community.



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- Expand MANY's advocacy efforts, working with state and federal officials to advance policies that support museums and the cultural sector.
  - Foster a positive organizational culture that supports staff development, collaboration, and the pursuit of MANY's mission.
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## Key Responsibilities

### Organizational Leadership

- **Vision and Strategy:** Develop and execute a strategic plan that reflects MANY's mission to advance museums in New York State. Work with the Board to set clear organizational goals and ensure that MANY continues to be a leader in the museum field.
- **Program Oversight:** Ensure that MANY's programs, including professional development, regranting, and advocacy, are responsive to the needs of the museum community and provide value to members.

### Advocacy and External Relations

- **Advocacy Leadership:** Serve as a key advocate for New York's museums at the state and federal levels. Work with policymakers, funders, and partner organizations to promote the interests of museums and advance the cultural sector.
- **Public Relations:** Act as the public face of MANY, building relationships with museum leaders, government officials, and funders. Promote the importance of museums as educational and cultural assets.

### Fundraising and Financial Management

- **Revenue Growth:** Lead efforts to diversify and expand MANY's revenue streams, including membership, sponsorship, and grant opportunities. Develop strategies to secure new funding



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sources and ensure the organization's long-term financial health.

- **Financial Oversight:** Work with the Board and staff to develop and manage MANY's annual budget, ensuring sound financial management and sustainability.

## Board and Staff Development

- **Board Engagement:** Collaborate with the Board of Directors to ensure strong governance and organizational oversight. Provide regular updates on MANY's progress and work with the Board to identify opportunities for growth and improvement.
- **Staff Leadership:** Lead a talented and passionate team, fostering a culture of collaboration, innovation, and professional development. Support staff in their efforts to deliver exceptional programs and services to MANY's members.

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## Candidate Profile

The ideal candidate for the Executive Director position will bring a combination of strategic vision, operational expertise, and passion for museums. This individual will have the ability to engage and inspire diverse stakeholders, from small community museums to major cultural institutions, and advocate for the importance of museums in society.

Top candidates will have:

- A proven track record of leadership in a nonprofit or cultural institution, with at least five years of senior management experience.
- Experience in fundraising, grant writing, and developing new revenue streams.
- A deep understanding of the challenges and opportunities facing museums today, including financial sustainability, audience engagement, and the evolving role of cultural institutions.
- Excellent communication and interpersonal skills, with the ability to build strong relationships with Board members, staff, funders, and museum professionals.



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- A collaborative and inclusive leadership style, with a commitment to promoting diversity, equity, accessibility, and inclusion in the museum field.
  - A passion for advocating on behalf of museums and the cultural sector at the local, state, and national levels.
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## **Compensation**

The salary range is \$95,000 - \$105,000, and includes fully covered medical benefits, PTO, life insurance and a retirement fund with employer match after one year of full time employment. The position is based in Troy, NY, with travel required throughout New York State and occasionally beyond.

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## **How to Apply**

Please submit your resume and a cover letter outlining your interest and qualifications for the Executive Director position to Lois Mufuka Martin at [MANY\\_EDSearch@kavaconsultancy.com](mailto:MANY_EDSearch@kavaconsultancy.com). Applications will be reviewed on a rolling basis.

The Center for Nonprofit Leadership at Adelphi University is partnering with KAVA Consultancy to conduct the executive search for MANY. MANY is committed to fostering a diverse and inclusive workplace and encourages applications from individuals of all backgrounds and experiences.