

PIERSON BROWN

piersonbrownmpb@gmail.com | (706) 459-7331 | piersonbrownmpb.com

EDUCATION

MA Museum Studies | New York University | 2021-2023

- Cumulative GPA: 3.958
- Thesis: "Bringing the Outside In: How New York's Museums Created Self-Taught Art" investigating curatorial power regarding self-taught art and intentions behind institutions exhibiting marginalized artists
- Coursework: Museums & Communities; Collections & Exhibitions; Museum Management; Museums & Political Conflict

BA Interdisciplinary Studies, Magna Cum Laude | American University | 2018-2021

- Major: Communications, Legal Institutions, Economics & Government (CLEG)
- Minor: Art History, Advanced Leadership Studies

PROFESSIONAL EXPERIENCE

Development Manager | Hunter Museum of American Art | July 2024-Present

- Manage comprehensive development initiatives including membership, grants, and fundraising programs supporting the museum's mission to connect diverse communities to creativity, knowledge, and ideas
- Lead annual Spectrum fundraiser, a two-night fall event featuring silent auction cocktail party and gala with live auction, overseeing all aspects including entertainment, production, hospitality, guest services, and bidding systems; annually raises over \$750,000 in operating support
- Redesigned and launched Terrace at Twilight, the museum's annual spring fundraiser, achieving 29% revenue increase over previous year's event and raising over \$120,000 in inaugural year through strategic sponsorship development, ticket sales, silent auction, and on-site donation opportunities
- Serve as primary liaison for 1,500+ museum members, including stewardship of 400 philanthropic-level Chairman's Circle donors; manage monthly renewals, member benefits, digital and physical communications, and specialty monthly events both on and off-site
- Maintain comprehensive donor records in CRM Altru (Blackbaud), tracking RSVPs, event attendance, trustee participation, sponsorships, and donor interactions in collaboration with Database Administrator
- Function as grant manager, researching and writing applications and reports for 15+ funding organizations annually including federal and state agencies, private foundations, Fortune 500 corporations, and local NGOs; contribute to approximately \$300,000 in annual grant revenue

AmeriCorps Volunteer Coordinator | Lookout Mountain Conservancy | February 2024-July 2024

- Recruited and stewarded 150+ volunteers for essential conservation and restoration projects
- Developed comprehensive volunteer handbook, orientation programs, and management protocols
- Researched and prepared local, regional, and federal grant applications and reports under guidance of LMC senior leadership

Museum Services Intern | Christie's | September 2022-June 2023

- Supported team of three in serving 300+ museum clients with acquisitions, appraisals, and collections management services
- Utilized internal databases for comprehensive client and object record management
- Conducted museum client and object research for internal strategic use
- Collaborated with ED&I team to establish frameworks for internal affinity and support groups

Volunteer Coordinator | Art in Odd Places | May 2022-September 2022

- Coordinated public performance artworks for 40 participating artists during three-day festival alongside 18-person team
- Developed strategic partnerships with local businesses along 14th Street
- Trained 20 volunteers on organizational mission, bystander intervention, and de-escalation tactics

Curatorial Fellow | Solomon R. Guggenheim Museum | November 2021-February 2022

- Assisted Kyung An, Assistant Curator of Asian Art, with exhibitions *Sarah Sze: Timelapse* and *Experimental Art in South Korea, 1960s-70s*
 - Conducted archival and contemporary research for exhibition catalogues and labels
 - Gained proficiency in The Museum System (TMS), Parallels, and Microsoft Office
-

PROFESSIONAL AFFILIATIONS & SERVICE

- **American Alliance of Museums** | Member
- **American Legion Auxiliary Volunteer Girls State** | Senior Counselor | Annual civic education and leadership program for Tennessee high school seniors
- **Association of Fundraising Professionals** | Member
- **Holmberg Arts Leadership Institute** | ArtsBuild | Participant, 2025 Cohort