



DIVERSITY. EMPOWERMENT. STEM.

Director of Development - Community Engagement

Our mission is to expose a diverse population of young girls to a high-quality STEM curriculum that inspires confidence in their pursuits of learning throughout the year.

As a key member of the Development team, the Development Director - Community Engagement will be responsible for managing and maintaining strong community partnerships with school districts, library networks, community-based organizations (Domestic and International), corporate ERG, etc. so that every girl has the opportunity to achieve their STEM dreams. As the Director of Development - Community Engagement you will create and manage strategic partnership and outreach initiatives for national and international programmatic expansion and student recruitment. You will serve as a key spokesperson for the organization through virtual and in-person speaking engagements.

Given that these partnerships are critical to the success of Project Scientist, the Director of Development – Community Engagement will have to be adept at a range of tasks and functions: coaching and consulting for Project Scientist supporters, communication with a variety of internal and external partners, and participation in team-based planning to ensure that Project Scientist is maintaining highly successful partnerships.

This position requires a dynamic thought leader in the areas of youth education, workforce development, and non-profit development, by keeping up to date on best practices; trends, commissioning research and communicating findings to relevant audiences; and overseeing special regional, national, and international initiatives. Most importantly,

managing Project Scientist's STEM company and employee engagement in all programming and creating partnerships with local nonprofits and schools nationally. The ideal candidate will ensure donor satisfaction and grantee success through effective fiscal management and excellent donor stewardship.

We're looking for individuals with the skills to:

- This role will report to the Senior Director of Development and work closely with the COO and Project Scientist Team to identify, engage, cultivate and sustain a pipeline such as community and educational institution partnerships, youth-serving non-profits, employee giving programs, and library networks.
- Execute donor Opportunity Plans and Engagement Plans to maximize all partnerships in collaboration with the Senior Director of Development.
- Collaborate with the Programs Team to understand partnership and funding opportunities.
- Work with the Marketing Team to ensure Project Scientist's successes and individual student stories are communicated to the broader community.
- Work with the Project Scientist Programs Team to develop a strategic growth plan for scholarship programs.
- Work with the Senior Director of Development and Programs Team to identify, coordinate, and steward Project Scientist Superstars.
- Work with Marketing to execute #STEM Girls Change The World and National STEM Day events.
- Liaise with internal and external teams to ensure that cause-marketing opportunities are explored, presented, and secured.
- Recommend systems that improve the overall operations of the team.

Position Qualifications

- A commitment to help girls grow, learn, and connect to STEM.
- 5 or more years of professional experience demonstrating progression of community engagement and fundraising performance in development roles.
- Proven interpersonal, decision-making, leadership skills, and ability to work with a wide variety of potential donors, supporters, and external stakeholders.
- Demonstrated success fundraising, account management, and or non-profit partnership development.
- Ability to partner across external and internal teams.
- Strong digital acumen, Salesforce experience is a must.
- Exceptional written and oral communication skills.
- Must be able to apply analytical thinking and analyze data.
- Bachelor's degree in relation field required.
- Bilingual (Spanish) a plus.
- Ability to travel as needed (less than 10%).

To apply for the role, please email a cover letter outlining why you would excel in this role and a resume to **hiring@projectscientist.org**.

Applications will be reviewed, and qualified candidates will move forward with a phone or in-person interview. No phone calls please.