



## Vice President of Development

### ***About Us:***

**Our purpose:** To ignite and cultivate STEM confidence in ALL girls.

**Our promise:** She'll be ready. Preparing girls for a STEM confident future.

**Our Vision:** Educate 500,000 girls in STEM programs and careers by 2040.

### ***Project Scientist Team Values:***

**Team First:** we support each other

**Accountability:** responsibilities are assigned and accepted

**Growth Oriented:** we are humble, coachable, and willing to learn from our experiences

**Determination:** we persist in the face of difficulties

**Integrity:** we are honest, and we keep our word, ALWAYS

### ***The Role:***

Do you dare to reinvent the future of STEM education for girls?

At Project Scientist, our purpose is to ignite and cultivate STEM confidence in ALL girls. As a Project Scientist team member, you will blaze a new trail to transform the way girls view the field of STEM and who a scientist is. Collaborating with the best of the best, you will feel challenged and inspired to do breakthrough work.

The Vice President of Development must be a dynamic, results-driven, accomplished fundraising professional with a superior work ethic and creative revenue-generation ideas. Visionary leadership in a highly competitive nonprofit landscape is required, and a solid track record and experience in various fundraising or client acquisition environments. Tenaciousness in identifying new donor prospects, building strong and enduring relationships with donors, and securing donor loyalty is essential.

The Vice President of Development is directly responsible for meeting or surpassing the fundraising goals they develop in conjunction with the CEO. The Vice President of Development will provide leadership, strategic direction, oversight, and efficient coordination for the Development department to build and execute the development plan and monitor progress toward these goals. The Vice President of Development will work closely with the Founder/CEO, Development Committee, and the Chief Program and Impact Officer to strategically implement high-impact fundraising strategies. The Vice President of Development will also collaborate with the CEO and Board of Directors to cultivate meaningful relationships that strengthen and expand Project Scientist's donor base.

The Vice President of Development is a vital member of the leadership team and is expected to contribute to the organization's culture with a sense of professional maturity, strategic agility, and innovation and creativity. The ideal candidate will possess a high degree of initiative, the willingness to evaluate and take calculated risks, the ability to measure performance and demonstrate an overall drive to build lasting sustainable success for Project Scientist.

*What you'll do:*

- Create, implement and manage the annual development plan, strategy and department operating budget.
- Oversee and contribute to Project Scientist's short and long-term development strategies including corporate and foundation giving, major gifts, individual giving, online and direct mail campaigns, employee giving campaigns, special events and other solicitations.
- Cultivate and nurture relationships with current and prospective corporate, foundation and individual donors.
- Manage and personally solicit a portfolio of donors and coordinate the cultivation of new prospects; develop a strategy around how the organization grows contributed revenue, including the introduction of planned giving vehicles.
- Guide the Board of Directors and Development Committee to develop strategies that meet fundraising goals and support other committees that work in conjunction with Development (i.e. Marketing Committee).
- Manage the Director of Corporate and Foundation Relations in ensuring the timely and comprehensive submission of grant proposals and impact reports.
- Work with the Director of Individual Giving to network and expand individual giving and major gifts programs by building a sustainable donor pipeline and moves management process.
- Strategize and implement, with support of Stewardship, a high-impact donor stewardship program that effectively engages new, existing and lapsed donors.
- Execute and oversee all special events.
- Oversee database systems to support all Development projects and operations.

*Skills you will need here:*

- A desire to help girls grow, learn, and connect to STEM.
- 8+ years of professional fundraising or similar experience demonstrating progression of fundraising performance in nonprofit development roles as well as supervisory roles.
- Demonstrated success raising \$3 million annually
- Experience in building, managing and mentoring a development team toward increased measurable levels of success.
- Proven track record of creating and executing effective fundraising strategies for diverse revenue streams, with success in soliciting and closing 6 and 7-figure gifts from individuals, foundations and corporations.
- Track record of building long-term, productive relationships with donors and philanthropic institutions.

- Demonstrated ability to handle multiple, complex fundraising initiatives simultaneously in a fast-paced environment.
- The ability to drive innovation, change, and growth, and be a detail-oriented implementer who can mobilize small teams to translate strategy into results.
- Superb relationship management, interpersonal, and communication (written and oral) skills.
- Strong understanding of technology and information systems, managing an extensive database. Experience with Salesforce preferred.
- A Bachelor's degree or equivalent industry experience or Master's degree in a relevant field of study preferred
- The ability to travel as needed

**Benefits**

- 100% Paid Medical, Dental, Vision
- 403 (b) Matched Retirement Plan
- Flexible schedule
- Ability to work remotely
- PTO
- Wifi / Mobile phone stipend
- Maternity/Paternity Leave
- Free Project Scientist tuition for children

Final offers of employment are contingent upon completing a background check that may include employment history, national criminal background check, national sex offender registry search, and a driving history check.

Project Scientist does not discriminate based on race, color, national origin, religion, sex, gender, gender expression, gender identity, sexual orientation, physical or mental disability, military, genetic information, ancestry, marital status, age, citizenship \or any other basis prohibited by law in any of its policies or programs.

**Send resume to [hring@projectscientist.org](mailto:hring@projectscientist.org)**