



**DIVERSITY. EMPOWERMENT. STEM.**

## **Senior Director of Development – Partnerships & Fundraising**

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.

Reporting to the COO, the Senior Director of Development – Partnerships & Fundraising will work closely with the senior management team, governing board, and staff to execute Project Scientist's vision and advance the mission. The Senior Director of Development – Partnerships & Fundraising will be responsible for planning and implementing strategies to secure corporate partnerships, foundation, and individual contributions in support of the organization, provide oversight and direction of development staff and overall development activities, monitor development activities and pinpoint trends to make informed decisions about future initiatives.

The Senior Development Director – Partnership & Fundraising must be a dynamic, results-driven, fundraising professional with a proven fundraising track record and superior work ethic. Must have strategic thought leadership to succeed in a highly competitive, diverse nonprofit landscape. The ability to identify new corporate, foundational, and individual donor prospects, build strong and enduring relationships, and inspire loyalty and advocacy is essential.

**We're looking for individuals with the skills to:**

- This role will report to the COO and work closely with the CEO, Board of Directors, and Development Committee to identify, engage, cultivate and sustain a funding pipeline that includes corporate partnerships, foundational /grant opportunities, and individual giving.
- Responsible for specific revenue growth and program expansion to ensure long-term sustainability.
- Develop and lead all partnership opportunities including benefits and engagement concepts, presentations, and stewardship.
- Develop key objectives and KPIs, and provide active project management and ongoing monitoring and reporting to ensure the delivery of Project Scientists strategic objectives and our partner's expectations.
- Oversee Development Director and Development Coordinator.
- Work with the Director of Development to develop and execute Opportunity Plans and donor Engagement Plans to maximize all partnerships.
- Manage Development Committee, goals, and support of Development chair.
- Manage Women in STEM Council and ensure strategic engagement in our programs.
- Identify Project Scientist Superstars and Expeditions and work with the Director of Development to execute and steward.
- Collaborate internally to include all key teams and stakeholders on new partnership development, engagement, and execution.
- Recommend systems that improve the overall operations of the team.

## **Position Qualifications**

- A commitment to help girls grow, learn, and connect to STEM.
- 10 or more years of professional experience demonstrating progression of fundraising performance in development roles as well as supervisory 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 or sales account management.
- Ability to partner across marketing and program departments.
- Budget and forecasting experience is a must.
- 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 degree in related field required.
- Bilingual (Spanish) a plus.
- Ability to travel as needed.

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.