



DIVERSITY. EMPOWERMENT. STEM.

Senior Director Development – Partnerships & Fundraising

Our promise is to educate, coach, and advocate for girls and women with an aptitude, talent, and passion for STEM. Through engagement of top STEM companies, universities, teachers and hands on curriculum our girls discover the endless opportunities available to them in STEM.

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:

- Responsible for specific revenue growth and program expansion to ensure long-term sustainability.
- 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 pipeline that includes corporate partnerships, foundational /grant opportunities, and individual giving.
- Develop and adapt a wide range of potential sponsorship opportunities including benefits and engagement concepts that align with the Project Scientist mission.
- Develop and manage funding Opportunity Plans and donor Engagement Plans.
- Oversee Development Director and Development Coordinator
- Serve as primary post-sales contact operating in close alignment with staff to ensure high renewal rates; identify new revenue opportunities to maximize partnerships.
- Identify donor needs and work to exceed donor expectations.
- Manage Development Committee, goals, and support of Development chair.
- Manage Scientific Advisory Board and Women in STEM Council and ensure strategic engagement in our program.
- Operate as a day-to-day lead point of contact (POC) for all matters specific to donor account management.
- Serve as primary post-sales contact operating in close alignment with staff to ensure high renewal rates; identify new revenue opportunities to maximize partnerships.
- Identify donor needs and work to exceed donor expectations.
- Work closely with the Director of Programs to determine funding opportunities.
- Steward Project Scientist Superstars.

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.
- 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.