



Director of Development

About KID Museum

KID Museum is an independent, mission-driven nonprofit serving 55,000 people annually. Our dynamic, hands-on, creative learning space serves as a resource for the greater DC region and a model for reimagining learning for the 21st century. A national leader in maker-based education, KID Museum seeks to empower kids with skills to invent the future with creativity, curiosity and compassion. Our programs integrate hands-on exploration of STEM, world cultures and global citizenship, with a focus on cultivating the skills and habits of mind to drive innovation. We reach youth from pre-K through high school, with a particular focus on elementary and middle school years, where research shows a precipitous decline in creativity and when large segments of the population (e.g., girls, African-American and Latino youth) begin to opt out of disciplines that unlock opportunity for personal and economic growth. For more information, please visit www.kid-museum.org.

Overview

KID Museum is seeking a highly energetic and capable professional to work directly with the Executive Director to manage all aspects of the organization's fundraising efforts. The Director of Development reports to the Executive Director and has a unique opportunity to engage with key partners and donors at the local and national level to create a culture of philanthropy that will support the organization's growth and impact.

In collaboration with the Executive Director and Board, the Director of Development is responsible for designing and implementing an effective fundraising strategy and serving as the frontline fundraiser for the organization. The ideal candidate will have proven experience building the infrastructure to successfully manage this scope of work, including demonstrated experience collaborating on a small team and managing staff and consultants to support the organization's goals. Candidates must possess excellent interpersonal skills, be a self-starter with strong attention to detail, and have proven experience managing multiple priorities.

This is an excellent opportunity for a talented individual to get in on the ground floor with a start-up organization that is quickly becoming a significant resource for children and families in the greater DC metropolitan region and nationally. The Director of Development will be a core member of a small staff, with the opportunity to grow with the organization over time.

Responsibilities

- Serve as the frontline fundraiser for KID Museum, developing relationships with individual, corporate and foundation contacts that lead to donations supporting the museum's mission and growth.
- Work with the Executive Director, Board and Committees to increase individual, foundation, and corporate prospect pipeline and evolve the museum's fundraising strategy to establish long-term financial stability.
- Steward current donors, ensuring renewal of funding and strengthening relationships.
- Oversee government grant proposals and reporting requirements.
- In collaboration with marketing and communications team, develop compelling fundraising materials, campaigns and events consistent with KID messaging and fundraising goals.
- Develop and manage infrastructure to drive regular engagement with local and national prospects, to include in-person meetings, phone calls, cultivation and fundraising events, newsletters and social media.
- Manage consultants and internal staff to support proposal and report writing, database management, donor recognition and prospect development.

Qualifications

- Bachelor's degree, plus minimum of five years experience in professional development work.
- Proven experience with individual and institutional giving, and strategic management of all aspects of an organization's fundraising needs.
- Demonstrated ability to write compelling, clear, jargonfree material.
- Knowledge and proficiency in managing donor database.
- Passion for programs supporting youth development, education reform, STEM and cultural exploration.
- Must be comfortable working independently in a fast-paced, entrepreneurial environment with a small staff – a strong team player with excellent communications skills will thrive in this environment.

To apply, please send a cover letter and CV to scott@kid-museum.org