



KID Museum Director of Development

About KID Museum

KID Museum is the region's pioneering experiential museum and educational makerspace. We empower the next generation with the skills to invent the future. Through hands-on programming for kids and youth (ages 4-14), we challenge young people to be active makers, who harness their creativity, curiosity and compassion to build a better world. We design and deliver programs across the full continuum of learning for kids in pre-k through middle school in partnership with educators and schools. Our onsite programs, community events, and live, virtual sessions encourage families to learn and explore together, engage kids in driving their own learning, and support educators in the classroom. We are deeply committed to diversity, equity, accessibility and inclusion, and consistently prioritize reaching underserved students of color with these transformative learning experiences that unlock opportunity for personal and economic growth.

Through deep, embedded learning partnerships with public and independent schools, we support students and teachers in developing new skills and the "mind of a maker." This philosophy embodies the mindset that we believe will be necessary for the next generation to successfully compete in an increasingly diverse, interconnected, and rapidly changing workforce, driven by technology.

We empower the next generation with the skills to invent the future, and the mindsets, habits, and skill-sets we teach are practical and powerful in everyday life. We are part of a growing movement to remake education for every young person, putting them in the driver's seat and trusting them to be agents of change. For more information, please visit www.kid-museum.org

Position Overview

KID Museum is seeking a **Director of Development** to work directly with the Chief Advancement Officer to manage all aspects of the organization's fundraising efforts. They will have 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.

This position is a member of the Leadership Team, reporting to the Chief Advancement Officer, and is responsible for designing and implementing an effective fundraising strategy, and serving as the frontline fundraiser for the organization.

The successful candidate will have a Bachelor's degree, plus a minimum of eight years' experience in nonprofit development leadership. They will have proven experience building the infrastructure to successfully manage this scope of work, including demonstrated experience collaborating with a small team and managing staff and consultants to support the organization's goals. Experience developing and executing on organizational fundraising strategy, overseeing all aspects of an organization's fundraising program and goals is required. They will have a proven track record cultivating, soliciting, and securing contributions from individual and institutional donors, and building systems to ensure donor engagement. The successful candidate also will have demonstrated experience with government advocacy, foundation engagement, and development of grants from public and private sources.

This is an excellent opportunity for a talented leader to be a part of an organization that has established itself as a significant resource for children and families in the greater DC metropolitan region and is poised for national growth. The Director of Development will be a core member of the organization's leadership team, with the opportunity to grow with the organization over time.

Essential Job Functions

Build our investment capacity:

- Serve as the frontline fundraiser for KID Museum, developing deep and meaningful relationships with individuals, corporations, government entities, and foundations that lead to long-term investment.
- Manage prospecting efforts and qualify new leads, including government and foundation grants, individual donors, and corporate giving.
- Develop compelling fundraising collateral/assets in close collaboration with marketing team to support campaigns, events, and individual outreach.
- Oversee grants management for the organization, including research, development, reporting, and tracking; work closely with our program and operations teams and manage consultants as needed.
- Develop and implement a robust stewardship strategy in close collaboration with the marketing team that fosters ongoing, meaningful engagement.
- Play a lead role in developing, producing, promoting, and attending virtual and in-person fundraising events.

Lead and manage our fundraising team and actively engage senior leadership:

- Oversee Development Manager, ensuring they have the support, guidance, and direction needed to thrive in the role. Provide oversight on database management, stewardship, record-keeping, and grant reporting.

- Partner with our Managing Director of Marketing and Communications to develop compelling fundraising materials, campaigns, and events consistent with KID messaging and fundraising goals.
- Support our Chief Advancement Officer and Executive Director in their work to refine our expansion strategy, deepen our prospect pipeline, and evolve the museum's ambitious fundraising strategy to establish long-term financial stability.
- Support Board member recruitment, orientation, and onboarding. Serve as a liaison with Board Committees, scheduling regular meetings, crafting agendas, and ensuring timely communication of relevant organizational updates.
- Successfully complete other duties as assigned.

Minimum Qualifications

- Demonstrated ability to write compelling, clear, jargon free proposals and advancement communications collateral.
- Excellent leadership skills; able to mentor, develop and motivate internal development team and consultants.
- Strong public speaking and presentation skills to serve as organizational spokesperson.
- Proven track record building lasting relationships with donors, partners, and community members.
- Knowledge of and proficiency in managing a donor database, Salesforce experience is a plus.
- Passion for programs supporting youth development, education reform, STEM and cultural exploration.
- Comfort working independently in a fast-paced, entrepreneurial environment with a small staff – a strong team player with excellent communication and interpersonal skills will thrive in this environment.
- Be a self-starter with strong attention to detail, and proven experience managing multiple priorities.
- Experience working closely with an active and engaged Board of Directors.
- Excellent time management, organizational, and follow-up skills.
- Adaptable, flexible, patient, and able to work with little outside direction.
- Available to attend occasional evening and weekend events and programs.
- Able to perform with a high degree of professionalism.

The successful candidate must be able to perform the above tasks independently, accurately, reliably, and in a timely manner. Compensation will be commensurate with experience. A comprehensive benefits package will also be included. Please send a cover letter and resume to careers@kid-museum.org for consideration.

Diversity, equity, accessibility and Inclusion are important, interdependent components of everyday life at KID Museum and are critical to our pursuit of excellence. KID Museum is an equal opportunity employer and does not discriminate against any employee or applicant for employment based on race, color, religion, national origin, age, gender, sex, ancestry, citizenship status, mental or physical disability, genetic information, sexual orientation, veteran status, or military status.