



KID Museum Director of Major Gifts

About KID Museum

KID Museum is the nation's largest educational makerspace for youth. Our mission is to revolutionize how kids learn through the maker experience. Through hands-on programming and deep learning experiences, we empower youth with the creative problem-solving and STEM skills to invent the future. With a focus on engaging populations traditionally underrepresented in STEM, our programs aim to build economic opportunity and diversify the future talent pipeline.

Our vision is to become the standard of excellence for inclusive, impactful maker learning nationally, and a model for how to expand access to maker learning at scale. Our headquarters in the Washington, DC region serves as our innovation hub. In partnership with local school systems, government and philanthropic leaders, we design and deliver K-12 programs that produce results at scale in a large and diverse metropolitan region. We leverage the learnings from this learning lab to create resources, training, and technical support to expand high-impact maker learning nationally. For more information, please visit www.kid-museum.org.

Position Overview

KID Museum is seeking a **Director of Major Gifts** who will be responsible for leading our efforts to identify prospects, cultivate relationships and solicit major and planned gifts from individuals and family foundations for annual fundraising, events and project campaigns. Responsibilities include, but are not limited to prospect research, developing effective cultivation strategies, direct solicitation and stewarding donors throughout the giving process.

The incumbent will report to the Executive Director/ Founder and will be responsible for coordinating and executing short- and long-term fundraising initiatives; managing systems and software to track and cultivate donors and prospects; and partnering with and supporting the Board and partners with their solicitation efforts, including portfolio development, strategic counsel, and donor communications. They will work closely with the Marketing and Communications team to create materials to support the major gifts program and coordinate on strategy with the Development team.

The successful candidate will have a Bachelor's degree in a relevant field, or equivalent work experience, with 8 or more years of experience in major gift/planned giving, fundraising, and marketing, preferably in the education and nonprofit space. Knowledge of fundraising theories, principles, concepts, techniques, program planning, and evaluation. Ability to research, solicit, and

secure funds from individual, corporate, and foundation relationships. Prior experience building a pipeline of potential donors. Ability to maintain accurate and up-to-date donor records (Salesforce, Donor Perfect or other CRM). Enthusiasm for and interest in education innovation and equity, STEM education and/or maker learning.

The candidate must be able to perform the role 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.