



KID Museum Director of Development

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 Development** to lead its fundraising efforts and drive the organization's philanthropic growth. Reporting to the Chief Advancement Officer, the Director of Development will secure financial support, cultivate donor relationships, and strategize on comprehensive fundraising initiatives to sustain and expand KID Museum's programs and impact.

The successful candidate will have a Bachelor's degree, or equivalent work experience, with a proven track record of at least 7 years experience in non-profit development with a minimum of 3 years in a leadership capacity overseeing cross-channel integration. The incumbent will have corporate partnership experience – both securing new and growing the current robust portfolio – and will be comfortable with achieving/exceeding 7-figure annual revenue goals. Ideal candidates are passionate about working to support youth and education, with an understanding of school systems. Experience serving as a key external relationship builder and solicitor for donations from

institutional and individual donors is required. Familiarity with donor management software, CRM systems, and fundraising analytics tools is also required.

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.

Essential Job Functions

Fundraising Plan Development

- Collaborate with the Chief Advancement Officer and members of the leadership team to develop and implement a robust and innovative fundraising plan that aligns with KID Museum's mission and short/long-term objectives. Devise a plan that identifies funding opportunities, expands donor engagement, and diversifies revenue streams.

Gift Solicitations

- Direct donor giving initiatives, personally engaging in direct solicitation of individual donors. Cultivate strong relationships with individual philanthropists, corporations, foundations, and other potential benefactors.

Donor Cultivation and Stewardship

- Nurture and maintain relationships with current and prospective donors, ensuring a high level of donor engagement and personalized stewardship. Understand donors' interest, values, and motivations to tailor fundraising approaches effectively.

Portfolio Management

- Provide oversight and management of existing, robust funder partnership portfolio for both small and family foundations and traditional corporate grants, employee volunteer engagements, and cause marketing.

Grants Management

- Oversee the development and submission of grant proposals, working closely with KID staff to articulate KID's impact and funding needs compellingly. Ensure accurate and timely reporting on grant-funded projects.

Fundraising Events

- Plan and execute fundraising events to raise awareness and financial support for KID's mission.

Other Duties

- Provide oversight on database management and record-keeping to ensure fidelity and accuracy of fundraising data. Leverage database information to create a development dashboard.
- Partner with the Marketing & Communications team to develop compelling fundraising collateral to support campaigns, events, and individual outreach.
- Successfully complete other duties as assigned.

Qualifications

- Excellent interpersonal and negotiation skills, with the ability to engage donors and stakeholders effectively.
- Strong oral and written communications skills, able to effectively relay KID Museum's mission.
- Possess strategic and innovative thinking capabilities.
- Excellent time management, organizational, and follow-up skills.
- Self-starter with strong attention to detail, and proven ability to balance multiple priorities. Able to work independently in a fast-paced, entrepreneurial environment.
- Adaptable, flexible, patient, and able to work with little outside direction and adapt quickly to change.
- Demonstrated abilities and experience in working across departments to achieve fundraising goals.
- Flexibility for attendance at evening and weekend events, as required.

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.

To Apply:

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.