

POSITION POSTING:

The Louisville Science Center seeks a highly qualified individual to fill a senior leadership position and to guide the Center's fundraising and stakeholder engagement initiatives.

TITLE: Director of Advancement & Stakeholder Engagement
REPORTS TO: Executive Director

The Director of Advancement & Stakeholder Engagement provides strategic direction and leadership of all Louisville Science Center fund-raising and stakeholder cultivation efforts to meet annual and long-term goals. This senior leadership team member has oversight of all activities related to the analysis, planning, execution, control, and evaluation of annual fund raising, major gifts, planned gifts, capital campaign/s, collaborative relationships with strategic private and public partners, and designated communication activities related to fund raising.

The Director of Advancement & Stakeholder Engagement will lead a culture of philanthropy and creative sponsorship activation in which the broadest possible array of stakeholders are brought to the table in support of the Science Center's mission, and will energize development-minded staff and volunteers throughout the institution. He/she will personally manage a portfolio of donors and prospects and be actively involved in strategy sessions, cultivation and solicitation activities.

Advancement activities of the Louisville Science Center include, but are not limited to: annual business membership campaign, annual fund raising gala, family memberships, capital campaign/s, sponsorships related to specific programs and activities, annual unrestricted fund, major gifts and planned giving, donor cultivation and recognition events, government relations and advocacy, proposals to corporations and private foundations, Board liaison functions and volunteer program oversight.

QUALIFICATIONS

The ideal candidate for this position will: Hold a Bachelors Degree in business, arts administration, public relations, marketing, advertising, or related field (Masters degree in a relevant discipline strongly preferred); Minimum ten (10) years progressively responsible experience with proven fundraising track record focused on raising major gifts and securing corporate sponsorships; Previous work experience within a cultural, educational, or similar not-for-profit organization; A proven track record of cultivating and personally closing significant gifts (\$100K+); Thorough understanding of the fundamentals of development (planned giving, annual giving, stewardship, major gifts, prospect research, grants and contracts, database management) as well as government advocacy, business/civic partnerships, and overall community relationship building; High-level financial acumen; ability to develop business plans, financial strategies and comprehensive budgets and to adjust during periods of growth or change.

* * *

Reasonable accommodation may be made to those who are able to perform the essential duties of this job.

The Louisville Science Center reserves the right to revise this Position Description, as it deems necessary.

Send resume and cover letter to: resume@louisvillescience.org or apply in person at

727 West Main Street
Louisville, KY 40202
Fax: (502) 561-6690

The Louisville Science Center is an Equal Opportunity Employer.