DEVELOPMENT MANAGER

Full-Time, Remote Position, US only

About Technovation

Technovation (technovation.org) is a global tech education nonprofit on a mission to empower girls and families to become leaders, creators and problem-solvers. Over the past 14 years, Technovation has engaged more than 130,000 underserved youth and 28,000 industry mentors, educators, and parents across 100+ countries through its two flagship programs:

> **Technovation Girls** equips young women (ages 10-18) to become tech entrepreneurs and leaders. With the support of volunteer mentors, girls work in teams to code mobile apps that address real-world problems. You may have seen Technovation featured in the award-winning documentary, CodeGirl, or recent coverage about our latest season in Fast Company and Forbes.

> **Technovation Families** brings together families, schools, and mentors to learn, play, and create with artificial intelligence. Through hands-on projects, children (ages 8-16) and adults learn and use AI tools to address real-world problems in their communities. Among others, the program has been featured in The Wall Street Journal and Entrepreneur.

Our vision is to inspire girls and families to be leaders and problem solvers in their lives and their community. It is an exciting time at Technovation. We impact children and adults around the world with high-quality programs and have built strong relationships with companies and foundations that provide us with program mentors and funding. As a dynamic, fast-paced organization, we want to increase our fundraising capacity in the next few years, so we may build a healthy reserve to continue to invest in program innovation and bring increased educational opportunities to high-need communities.

About this opportunity

We are seeking an exceptional leader who is motivated by our mission and who will bring a strong sense of possibility and focus to our fund development efforts. Successful candidates will have a demonstrated record of achievement and a vision for helping Technovation expand its funding base and serve more learners through our unique program offerings. The **Development Manager**, in collaboration with the CEO, COO and fund development team, will plan and execute a diverse funding approach and will closely collaborate with other Technovation staff.

Responsibilities:

Grant writing and research (70%)

- Research funder priorities and align our application to those priorities
- Write full grant proposals, letters of inquiry and gather supporting information to complete applications
- Research grant opportunities/funding prospects:
    - Federal, state and local governments
    - Corporations
    - Global NGOs
    - Foundations
    - Academic Institutions
    - Individual Donors

Development support (30%)

- Maintain database of prospects, proposals and reports
- Prepare monthly summaries of activities and progress
- Lead preparation of reports with program staff
- Perform prospect and donor research
- Maintain timely correspondence with donors

You'll need:

- 5+ years of fundraising experience and proven portfolio of successful fundraising (working with organizational budgets >$3M)
- Strong grant writing experience (preferably in the education sector)
- Dedication to our mission
- Strong organization skills to strengthen our fund development processes
- To be data driven (able to look for patterns & trends in numbers)
- To be an agile and a very hard worker
- To be eligible to work in the United States

How to apply:

Send the following as PDFs to recruiting@technovation.org using the subject line "Development Manager"

- Resume & Cover letter
- 3 grant writing examples

We offer:

Autonomy. In collaboration and negotiation with staff, you will make high-level decisions about the work you will do, and how you will execute it. We don't micromanage here. Just communicate clearly and discuss decisions with any people affected by it.

Flexible schedule. Go to appointments and run errands when you need to, as long as you're getting your work done in good quality and on time. We have core hours, but no one is looking over your shoulder.

Ample paid time off. We offer 20 paid vacation days on top of federal holidays. We also pay 100% of your healthcare coverage.

Meaningful work. You'll contribute directly to an organization that provides technology education to students from underserved areas in 100+ countries, all while helping to address the underrepresentation of women in STEM fields.

Workplace input. If you can convince your coworkers, we are open to adopting new workflows, software, etc, that you think would improve our organization. The only formal approval commonly needed is for budget.