

## **DIRECTOR OF FUND DEVELOPMENT**

*Full-Time, Remote, \$75,000–\$80,000*

### **THE OPPORTUNITY:**

We seek an ambitious, entrepreneurial development leader to partner closely with our CEO, staff, and Board on short-term and long-term fund development. The new Director of Fund Development will be responsible for securing financial resources from all donor segments, especially individual donors, to support our strategic plan. Our ideal candidate brings creativity and drive to increase our fundraising capabilities.

### **ABOUT TECHNOVATION:**

**Technovation** ([technovation.org](http://technovation.org)), a global tech education nonprofit, empowers girls and families to become leaders, creators, and problem-solvers. With support from corporate partners such as Adobe, Google, Salesforce, Cisco, and NVIDIA, along with generous individuals, our flagship programs have engaged and transformed the lives of over 130,000 underserved youth and reached more than 28,000 industry mentors, educators, and parents in 100+ countries.

Our two signature programs bring to life our innovative, real-life learning model:

**Technovation Families** unites 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, our program has been featured in [The Wall Street Journal](#) and [Entrepreneur](#).

**Technovation Girls** equips young women (ages 10-18) to become tech entrepreneurs and leaders. With the support of program mentors, girls work in teams to code mobile apps that address complex, real-world problems. We are featured in the award-winning documentary, [CodeGirl](#), as well as publications including [Fast Company](#), [Forbes](#), and more.

This is a challenging, but fulfilling time for us at Technovation. Online education, parent-child co-learning, real-world problem solving, virtual mentoring, engaging girls and women, AI education – are all powerful levers that we need to continue making progress. But, it is also a time of uncertainty and challenge.

We are fueled knowing that we can help children and communities around the world prepare for future shocks through education.

### **KEY RESPONSIBILITIES:**

- Creating annual fundraising and long-term goals in collaboration with senior

staff

- Providing the tactics and strategy to achieve fundraising goals with an emphasis on metrics and outcomes that strengthen acquisition, retention, and value
- Write persuasive grant proposals and reports
- Lead, grow, and retain a high-performing development team of staff, contractors, and volunteers to learn and apply fundraising best practices in order to achieve fundraising goals
- Partner with communications teammates to create key messages and calls to action in materials, and execute all aspects of fundraising campaigns, from content strategy to campaign analytics
- Developing and implementing a robust prospect acquisition strategy to reach potential supporters with likely affinity
- Enhancing and maintaining our donor database (we use Streak). Work with other members of the team on improving acknowledgment processes and stewardship activities
- Creating a prospect pipeline to consistently review the next steps required to secure funding, and detailed activities for Development, leadership, and Board members
- Improving outreach to existing donors and prospective donors
- Engaging Technovation leadership and board members in development activities
- Promote a culture of continuous improvement that values learning

**IDEAL CANDIDATE:**

Our ideal candidate:

- Has a 5-7+ year track record of successfully fundraising at organizations with \$3M+ revenue
- Strongly resonates with our mission
- Is ready to be hands-on, agile, and lead fundraising in a challenging COVID-19 environment. We typically write 3-5 pieces a week (concept notes, thought leadership pieces, proposals, reports, and most of them are slightly improved each time).
- Has demonstrated success in identifying, cultivating, and soliciting annual gifts of over \$500K from donors/funders
- Has excellent organizational skills, e.g., planning and managing deadlines, working with CRM tools, assets, and people

- Has a data-driven approach with demonstrated ability to share metrics and analytics
- Is entrepreneurial with creative ability to conceive of and lead new ways to attract donors
- Has excellent communication skills, both written and oral; ability to influence and engage a wide range of donors to build long-term relationships through presentations and events.
- Has experience constructing, articulating, and implementing multi-year strategic development plans

#### **WE OFFER:**

**Meaningful work.** You'll contribute directly to growing a movement, empowering girls and families to learn and use cutting-edge technologies to solve real-world problems impacting them in 100+ countries.

**Autonomy.** We don't micromanage. We trust you to communicate clearly and discuss decisions with any people affected. In collaboration and negotiation with colleagues, you will be responsible for fundraising decision making.

**Generous benefits and compensation.** We offer 20 paid vacation days plus all federal holidays. We pay 100% of your healthcare premiums including vision and dental. Retirement plan options available after 1-year with employer matching after 2-year vesting period. Target compensation is \$75,000-\$80,000 a year commensurate with experience and market rates.

**Workplace input.** We are open to adopting new workflows, new software, or other improvements that you think would increase our success, if you are able to champion and gain agreement for recommendations from colleagues.

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

We are an equal opportunity employer that values diversity among its applicant pool as well as within our staff, Board, and partners. We encourage applicants from all backgrounds to apply.

#### **TO APPLY:**

If you are interested, [please fill out this form](#) and send your PDF resume to [recruiting@technovation.org](mailto:recruiting@technovation.org) using the subject line "Director of Fund Development". The form is extensive (so please budget an hour or so to go through the materials), but it will give you a very good sense of the kind of work this position entails.