



Sparking wonder and curiosity about our world through hands-on science experiences

Celebrating its 25th year, McWane Science Center in Birmingham, Alabama is seeking a **Vice President of Development**. This full-time, on-site member of the senior management team is responsible for creating and executing strategies to meet contributed revenue and membership revenue goals which account for 30 - 40% of the facility's \$7+ million budget. This position will actively participate in and support the organization's strategic plan and collaborate across departments to establish organization-wide practices supporting the highest level of STEM education initiatives and visitor experiences.

McWane Science Center is a non-profit organization featuring 4 floors of hands-on exhibits and programming, an IMAX Dome with Laser theater and outreach programs to schools throughout the state of Alabama.

Accountabilities and Major Duties

1. Create and execute a plan that enables the organization to meet its annual goals for contributed revenue. Plan will include strategies to secure gifts/grants from board members, individuals, foundations, corporations, and governmental entities.
2. Create and execute a plan to help the organization meet its goals for contributed revenue for capital projects.
3. Create and execute a plan to help the organization build its endowment.
4. Oversee the organization's major fundraiser ---- Beaker Bash.
5. Train and engage the Board of Trustees so that they are effective in helping the organization raise funds.
6. Work with other departments to identify capital and non-operating project needs and develop a plan for attaining funds for these efforts.
7. Along with the Member Engagement Manager, develop and execute a plan to enable the organization to meet its goal for memberships.
8. Develop and build an effective team to meet departmental goals.
9. Work effectively as a member of the Senior Management team.
10. Serve as staff representative to the Development Committee of the Board of Trustees.
11. Along with other Senior Staff, participate in direct service to visitors when the need arises.

Minimum Qualifications

- Bachelor's Degree.
- Minimum 5 years development or similar organizational experience.
- Knowledgeable in all methods of fundraising (i.e. capital, endowment, annual gifts, foundations, direct mail, phone programs, major gift solicitation).
- Supervisory and management experience with volunteers and paid professional staff required.
- Direct experience in directing or leading capital campaigns desirable.
- Technology expertise and donor tracking knowledge desirable; Raiser's Edge experience preferred.
- Strategic planning experience desirable.
- A demonstrated ability to work well with a non-profit Board of Directors.
- Excellent organizational, people, computer, writing and editing skills as well as strong verbal and public speaking skills.
- Willingness to actively engage in fundraising calls throughout the community.

- Noted creativity and flexibility.
- Ability to maintain a flexible work schedule including some nights, weekends and holidays.
- Possess a valid driver's license subject to acceptable annual motor vehicle reports and minimum liability insurance as required by State law.

Minimum Physical Qualifications

- Ability to utilize a computer for extended periods of time.
- Ability to sit for extended periods of time without being able to leave the work area.
- Hearing and visual acuity.
- Ability to operate a motor vehicle.

Benefits include health, dental, vision and life insurance; 403(b) retirement savings plan including company match; paid time off; free membership and movie screenings; discounts in our gift shop, camp program, IMAX theater and food service; and on-site parking.

We look forward to hearing from you! Please submit letter of interest, resume and rate of pay requirements to McWane Science Center Human Resources at HR@mcwane.org. www.mcwane.org.
EOE.