



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

McWane Science Center, located in downtown Birmingham, Alabama, is seeking a full-time, on-site Senior Director of Development responsible for driving contributed revenue through relationship-based fundraising and overseeing all aspects of the development function, including annual giving, major gifts, capital campaigns, donor stewardship, and prospect management. Reporting to the President and CEO, this role manages a high-performing development team, cultivates a portfolio of major donors, and collaborates across departments to align fundraising efforts with institutional priorities. The Senior Director plays a key role in engaging board members, leveraging their networks to expand the donor pipeline, and supporting board-led initiatives. This position is essential to advancing McWane Science Center's mission to spark wonder and curiosity through science, and to securing the resources necessary to sustain and grow its impact.

McWane Science Center, a non-profit organization, offers four floors of interactive exhibits and educational programming, features an IMAX Dome theater with laser technology and delivers outreach programs to schools across the state of Alabama.

Key Responsibilities and Scope

- Accountable for annual fundraising goals in the range of \$3–\$5 million, depending on organizational needs and campaign cycles.
- Develop and execute a multi-year strategic fundraising plan centered on relationship-based cultivation and stewardship, while serving as the primary relationship manager for a portfolio of 50–80 major gift donors and prospects to build a robust pipeline of future support.
- Raise significant contributed revenue from individuals, foundations, and corporations.
- Lead all aspects of the development function, including annual giving, multi-year campaigns, prospect development and management, research, and donor stewardship.
- Establish and monitor activity level benchmarks and measures of success for the development team.
- Recruit, develop, and retain high-performing development staff and nurture collaboration across teams and departments.

Minimum Qualifications

- Bachelor's degree and 5 years of related experience.
- Experience asking for and closing major gifts.
- Experience building and maintaining long-term relationships with fundraising constituents such as major donors, foundations, and corporations.
- Experience in planning and delivering budgetary responsibilities.
- Experience managing and supervising a multidisciplinary team.
- Experience, coursework, or other training in principles, practices, and procedures of charitable giving, particularly in the areas of capital campaigns, major gifts, and planned giving.
- Proficiency with donor management software (e.g., Raiser's Edge, Salesforce NPSP, DonorPerfect, or similar) and a strong understanding of how to leverage data for fundraising insights and donor stewardship.

- Proven experience cultivating strategic relationships with nonprofit board members, including engaging them in fundraising initiatives, leveraging their networks to expand donor outreach, and supporting board-led campaign efforts.
- Excellent organizational, people, computer, writing, and editing skills, as well as strong verbal and public speaking skills.
- Noted creativity and flexibility.
- Ability to maintain a flexible work schedule, including some nights, weekends, and holidays.
- Must possess a valid Driver License that is subject to acceptable annual motor vehicle reports.
- Must provide verification of valid minimum personal vehicle liability insurance as required by State law.

Desired Qualifications

- Experience developing and executing comprehensive fundraising strategies for cultural or educational institutions, preferably in a museum or science-focused environment.
- Experience with science education, informal learning environments, or STEM-related programming, with the ability to translate complex concepts into compelling donor messaging.
- Expert knowledge of current and evolving trends in major gifts giving and solicitation.
- Comprehensive understanding of nonprofit management best practices, including governance, compliance, and strategic planning.

Minimum Physical Qualifications

- Ability to sit and use a computer for extended periods of time.
- Visual and auditory 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.