Senior Director of Development

Iridescent is a team of engineers, scientists, anthropologists and educators who believe children need to be curious, courageous, and persistent to succeed in life. We believe that acquiring a strong knowledge base in science, technology, engineering and math (STEM) is the door out of a life of poverty. Our primary focus is helping underserved and at risk K-12 children and their parents gain access to the education, skills and training needed be a successful scientist, inventor and entrepreneur. Our programs develop the curiosity to ask, the courage to plunge and the persistence to achieve.

We work closely with scientists and engineers to communicate their knowledge and passion to children using hands-on design projects. Over the past 6 years, we have worked with more than 400 scientists and engineers and reached more than 13,000 children and parents in Los Angeles, New York City, Boston, Chicago and the Bay Area.

We have been awarded three prestigious National Science Foundation grants as well as three Office of Naval Research grants. We are looking for a Sr. Director of Development to help us secure funding from foundations and also help us refine our story telling.

Responsibilities

Reporting to the Founder and CEO of Iridescent, the Sr. Director of Development will lead all aspects of revenue generation:

Development

- Evaluate all current fundraising activities, modify or realign any that are not optimally productive, and introduce a number of high impact new initiatives.
- Hold responsibility for the key areas of: foundations (grant writing and administration), major gifts, individual and family donations, corporations, planned giving. Primary focus should be on raising funds through foundations.
- Plan and implement fundraising events that align with Iridescent's strengths and philosophies
- Along with the Iridescent team and board, cultivate, solicit and steward philanthropic prospects.
- Develop and maintain ongoing relationships with major donors.
- Work with the team to develop proposals and reports for foundations.
- Create marketing materials/talking points
- Create strong purposeful relationships with appropriate members of the Board and other key volunteers and ensure that they are engaged with Iridescent at levels that match their appetites and capacity.

Strategic Leadership

- Provide internal and external leadership for Iridescent's major gifts and development programs.
- In collaboration with Iridescent's team and Board, conceptualize a plan, both strategic and tactical, to significantly expand Iridescent's development program.
- Identify new areas of opportunity to develop and grow Iridescent's donor base.
- Personally contribute to the existing culture of performance, efficiency and scale.

Qualifications

- College degree
- 6-plus years experience in nonprofit, education, science or technology development
- Demonstrated excellence in organizational, managerial and written/verbal communication skills
- Knowledge of Salesforce or similar contact management database

The Ideal Candidate

Professional Qualifications

- Experience raising funds in the nonprofit, education, science or technology sector
- Demonstrated success in personally cultivating, soliciting, and stewarding principal gifts from individuals, companies and institutions.
- A strong track record of successfully working with an enthusiastic and committed team.
- Experience in successfully planning and executing fundraising campaigns.
- A minimum of 6 years of development leadership experience, ideally from a high growth education non-profit.
- Bachelor's degree required; advanced degree preferred.

Personal Qualifications

- Should be always learning and working out of her comfort zone.
- An appreciation for science education and working with underserved communities.
- An ability to clearly articulate Iridescent's mission, the work it does and the unique opportunities Iridescent presents for philanthropists.
- Flexibility and the demonstrated ability to thrive in a constantly changing environment, juggling numerous projects and satisfying numerous constituencies simultaneously.
- Enthusiasm, ability to take risks, and the courage to speak and act on convictions. The willingness to make difficult and bold decisions with little information.
- Excellent written and verbal communication skills.

Compensation

Compensation will be competitive and commensurate with experience. In addition to salary, the opportunity exists to earn an annual performance-related bonus.

Location

San Francisco Bay Area

To Apply

Inquiries and applications should be directed via email to: Tara@IridescentLearning.org

Website: www.IridescentLearning.org