



**DIVERSITY. EMPOWERMENT. STEM.**

## Chief Growth Officer

Our mission is to expose a diverse population of young girls to a high-quality STEM curriculum that inspires confidence in their pursuits of learning throughout the year.

The Chief Growth Officer (CGO) must be a dynamic, results-driven, accomplished fundraising professional with a superior work ethic and creative revenue-generation ideas. Visionary leadership in a highly competitive nonprofit landscape is a must as well as a solid track record and experience in diverse fundraising environments. Tenaciousness in the identification of new donor prospects, building strong and enduring relationships with donors, and securing donor loyalty is essential.

As a seasoned fundraising professional, the CGO will serve as a member of the Leadership team for Project Scientist, overseeing all development, marketing, and fundraising functions. The CGO will be responsible for managing the development team, marketing team, and leading strategic growth overall for Project Scientist.

In partnership with the CEO and board of directors, the CGO will design, lead and implement a sustainable development strategy encompassing multiple channels to increase philanthropic revenue from a diverse portfolio of national supporters.

The ideal candidate will possess a high degree of initiative, the willingness to evaluate and take calculated risks, the ability to measure performance and demonstrate an overall drive to build lasting sustainable success for Project Scientist.

### **What we are looking for:**

- Ability to thrive in a high-energy, fast-paced and entrepreneurial organization as part of a collaborative, cross-matrixed and committed team.
- Have a positive attitude; practice innovative thinking and will be flexible and team-oriented.
- High degree of initiative, will take calculated risks, measure performance and demonstrate an overall drive to build lasting fundraising success for the organization.
- A leader and strategic thinker who is self-motivated and has a team mentality and loves working with people.
- Candidate with a strong desire to make Project Scientist a world class fundraising organization.

### **Position Requirements:**

- A desire to help girls grow, learn, and connect to STEM.
- 10 or more years of professional fundraising experience demonstrating progression of fundraising performance in nonprofit development roles as well as supervisory roles.
- Demonstrated success raising \$5 million annually
- Experience in building, managing and mentoring a development team inclusive of regionally based fundraisers toward increased measurable levels of success.
- Proven track record of creating and executing effective fundraising strategies for diverse revenue streams, with success in soliciting and closing 6 and 7-figure gifts from individuals, foundations and corporations.
- Track record of building long-term, productive relationships with donors and philanthropic institutions.
- Demonstrated ability for handling multiple, complex fundraising initiatives simultaneously in a fast-paced environment.
- The ability to drive innovation, change and growth, and be a detail-oriented implementer who can mobilize small teams to translate strategy into results.

- Develop strategies to increase partner engagement in cause marketing initiatives and other sources of unrestricted revenue.
- Responsible for the production of special events (i.e. virtual and in-person fundraisers, partner engagement events, and tours).
- Superb relationship management, interpersonal, and communication (written and oral) skills.
- Strong understanding of technology and information systems, managing a large database. Experience with Salesforce preferred.
- Bachelor's degree or equivalent industry experience or Master's degree in relevant field of study preferred
- Bilingual and Biliterate desired.
- The ability to travel as needed.
- Charlotte, NC based candidate preferred.

**Benefits:**

- 100% Paid Medical, Dental, Vision
- 403 (b) + 3% Matched Retirement Plan
- PTO
- Flexible schedule
- Ability to work remotely
- MacBook Laptop
- Wifi / Mobile phone stipend
- Free Project Scientist tuition for daughters

To apply for the role, please email a cover letter outlining why you would excel in this role and a resume to **hiring@projectscientist.org**.

Applications will be reviewed, and qualified candidates will move forward with a phone or in-person interview. No phone calls please.

Final offers of employment are contingent upon the successful completion of a background check that may include employment history, national criminal background check, national sex offender registry search and a driving history check.

Project Scientist does not discriminate on the basis of race, color, national origin, religion, sex, gender, gender expression, gender identity, sexual orientation, physical or mental disability, military, genetic information,

ancestry, marital status, age, citizenship or any other basis prohibited by law in any of its policies or programs.