



DEVELOPMENT DIRECTOR

30 HRS/WEEK (75% FTE)

ARE YOU OUR NEXT LEADER?

We're looking for a strategic, relationship-driven Development Director to lead North Dakota's Gateway to Science's fundraising efforts. This role is ideal for someone who thrives on building meaningful relationships, executing fundraising priorities, and ensuring donor support connects to organizational goals and long-term sustainability.

If you enjoy connecting people to purpose, building partnerships, and translating impact into compelling opportunities for support, we would love to hear from you!

WHAT IT LOOKS LIKE

Fundraising Strategy & Execution – *approximately 40% of time*

You'll lead a comprehensive fundraising strategy that supports immediate needs and long-term growth. You'll define annual fundraising goals, identify funding opportunities, and build a diversified revenue approach aligned with organizational priorities.

This includes designing and managing a strong donor pipeline system, segmenting and prioritizing prospects, and ensuring alignment between funding strategy, organizational programs, and impact goals. You'll collaborate across departments to ensure funding strategies are integrated into organizational planning and outcomes.

Donor Relations & Stewardship – *approximately 30% of time*

You'll lead the cultivation and long-term relationship management of individual, corporate, and organizational donors. You'll oversee donor communication touchpoints and stewardship practices that ensure a high-quality donor experience across all levels of giving. You'll also partner with marketing to ensure donor-facing messaging is consistent, mission-aligned, and compelling.

Events & Campaign Management – *approximately 15% of time*

You'll lead the strategy and execution of fundraising events and campaigns, including Giving Hearts Day and Einstein on Wine. You'll set goals, evaluate performance, and identify opportunities for growth.

This includes working across departments to manage timelines, logistics, donor experience, and outcomes—ensuring events are both mission-aligned and effective in achieving objectives.

Board & Committee Collaboration – *approximately 15% of time*

You'll serve as staff liaison to the Development Committee and Friends of the Science Center sub-committee, coordinating meetings, agendas, and communication.

You'll partner with Board and committee members to support fundraising efforts, including donor identification, introductions, and stewardship, and provide regular updates on fundraising strategy, progress, and pipeline health.



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WE'RE LOOKING FOR SOMEONE WHO

- Has experience leading or managing fundraising, development, or advancement efforts
- Can design and execute strategic fundraising plans
- Excels at building and sustaining authentic relationships with donors and partners
- Communicates clearly and persuasively, both internally and externally
- Can manage multiple priorities, deadlines, and cross-functional collaboration
- Is comfortable with data—what's needed, where to find it, and how to use it to make change

EDUCATION AND EXPERIENCE

A bachelor's degree in nonprofit management, business, communications, or a related field is preferred. Relevant professional experience can substitute for formal education; candidates with five or more years of demonstrated leadership in fundraising, development, or donor relations qualify regardless of degree field.

OUR TEAM & VALUES

We love what we do—and we passionately pursue the mission with strategy, purpose, and a deep commitment to living our core values to support the team, visitors, and community. We bring joy to science by approaching our work with curiosity, collaboration, and a spirit of deliberate experimentation. We're committed to building spaces where everyone feels a sense of belonging—from our team to the people we serve.

Our team works together in a dynamic, supportive environment built on well-laid systems. Specialties aren't siloed—they are collaborative, cross-functional, and strategically aligned to ensure we deliver the best possible experiences for our visitors and our team.

MORE DETAILS YOU'LL WANT TO KNOW

The Development Director serves on the leadership team, works closely with committees and the board, and collaborates across departments. Other duties may be assigned as necessary but will remain within the reasonable scope of Development Director responsibilities. The starting salary for this position is \$48,000, DOE, and has potential for growth. Benefits include health, vision, dental, Aflac, pet, and/or life insurance, a health savings account, employer matched IRA, and PTO.

READY TO JOIN THE TEAM?

To apply, email your resume and cover letter to gscience@gscience.org with the subject line "Development Director."

We welcome applicants from all backgrounds and identities. We do not discriminate based on race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity or expression, age, disability, veteran status, or other differences. Need accommodation during the application process? Email us at gscience@gscience.org with the subject line "Job Application Accommodations."