



## Students2Science

### Chief Development Officer Ideal Candidate Profile

Students 2 Science, Inc., a model program with a mission to inspire, motivate, and educate elementary, middle and high school students to pursue careers in science, technology, engineering and math (STEM), is seeking a Chief Development Officer (CDO).

#### Building Tomorrow's STEM Leaders, Today

Founded in 2009 and headquartered in East Hanover, New Jersey, Students 2 Science (S2S) provides rigorous STEM education opportunities for students in 5<sup>th</sup> to 12<sup>th</sup> grades. Programming is provided at two state-of-the-art Technology Centers in East Hanover and Newark. S2S engages students and teachers through both in-lab and synchronous remote-learning opportunities, including real-world experiments investigating some of the world's greatest challenges such as food scarcity, water purification, and threat of pandemics.



S2S programs cover a broad range of content areas including biology, biotechnology, chemistry, earth science, engineering, environmental science, life sciences, math, and physics. Its programs support and are aligned to the [Next Generation Science Standards](#), K-12 research-based science content standards developed by states to improve science education for all students. The organization serves more than 130,000 students in socio-economically disadvantaged communities: over 90% of participants attend Title I schools, where a high percentage of students receive free and reduced cost lunch.

S2S provides an authentic laboratory experience complete with modern instrumentation and professional scientists. Teams of students work collaboratively with scientific professionals to solve real life problems while being introduced to a wide variety of 21<sup>st</sup> century STEM career opportunities. A remote, web-based virtual STEM experience further broadens S2S' reach by eliminating geographic and language constraints through a communication platform available in 200 spoken languages, with interpreters on demand.

Many S2S instructors have PhDs in relevant content areas as well as extensive experience working for leading corporations including Merck, Novartis, Wyeth and General Electric.

Instructors are supported in the Technology Centers by volunteer STEM professionals, who are recruited from S2S' corporate and academic partners.



### **The Role of the Chief Development Officer**

The Chief Development Officer (CDO) will join S2S during an exciting time of organizational growth and transition, providing executive leadership in developing the short-term and long-term fundraising strategies for the organization. Reporting directly to the President, the CDO will lead a three-person team that supports all their fundraising activities, including their major gift initiative, corporate and foundation giving and educational institutions.

The CDO's responsibilities will include:

- Developing actionable strategies for meeting and exceeding fundraising goals through grants, sponsorships, gifts, donations, and fundraising events.
- Identifying, cultivating and soliciting major and planned gifts from individuals as well as grants and contributions from foundations, corporations and educational institutions.
- Structuring the fundraising and development team to best utilize everyone's strengths and experience.
- Working in partnership with the President and all members of the Board to encourage their active participation in donor cultivation and solicitation.
- Overseeing the selection and monitoring of a donor database software system to ensure that all appropriate prospect and current donors records are maintained.
- Developing relationships with members of the business and scientific community to build awareness and positive brand identity for S2S.
- Raising awareness of the organization and its primary goals through outreach efforts, regular events in the community, publications, and media relations.
- Tracking revenue and fundraising trends, then using the information to predict future opportunities for expansion efforts to avoid downtrends in individual, corporate or foundation giving.
- Preparing and monitoring the annual fundraising budget, expense reports and other financial information as required.
- Planning and overseeing fundraising events to make sure all donor needs are met and fundraising goals are achieved.

- Monitoring the daily progress of all fundraising campaigns.
- Attending community events, meetings, and conferences to promote S2S goals, and to solicit donations or sponsorships.
- Developing a formal stewardship program including the writing and sending letters of thanks to donors and ensuring compliance with IRS requirements regarding gift acknowledgment.

### **Required Knowledge, Skills and Abilities**

The ideal candidate will bring the following competencies to the role:

- Strong interpersonal skills and the ability to work with a wide variety of potential donors and supporters.
- Corporate experience and passion for STEM education.
- Public speaking skills for presentations at fundraising events, presentations to donors on recent achievements, and meetings with members of the Board.
- The ability to inspire trust and camaraderie in employees and potential donors alike.
- Demonstrated knowledge of development strategies, social media campaigning, and public relations.
- Exceptional writing and communication skills.
- The ability to motivate a team to action while also keeping order amongst competing interests.
- Bachelor's degree required. Master's degree recommended in nonprofit management, business administration, public administration, community development, or public policy.
- Ten years of experience in fundraising.
- Demonstrated success and track record of raising major gifts.
- Must have demonstrated history in leadership, project management, public relations, group facilitation, or event planning.

### **Compensation Package**

S2S is prepared to offer a competitive base salary as well as paid vacation and holidays and healthcare benefits. This position also offers the opportunity to work with a dedicated team of professionals who are passionate about inspiring, motivating, and educating elementary, middle and high school students to pursue careers in STEM.

### **Contact Information for Interested Candidates**

If you would like to discuss this opportunity further, please contact Joe Duffy at [Joe@dennismiller.com](mailto:Joe@dennismiller.com) or by phone at 973-296-2499, or Dennis C. Miller at [dennis@dennismiller.com](mailto:dennis@dennismiller.com) or by phone at 201-956-1810. If you are interested in being considered as a candidate for this position, please send a cover letter and resume to Michele Hickey at [michele@dennismiller.com](mailto:michele@dennismiller.com).

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