



Trek Advancement
LLC

National Stem Cell Foundation Director of Development Louisville, Kentucky

Trek Advancement, LLC, is partnering with the National Stem Cell Foundation (NSCF) to search for this national non-profit organization's next Director of Development. Confidential inquiries, nominations, and applications are invited and may be sent to Victoria Myers at vicky@trekadvancement.com. Applications should include your resume and a cover letter. Applications will be accepted and considered as received with a deadline of May 14, 2021.

About the National Stem Cell Foundation

The National Stem Cell Foundation (NSCF), based in Louisville, Kentucky, is a national nonprofit organization that focuses on research, advocacy and education. NSCF funds adult stem cell and regenerative medicine research, connects children with limited resources to clinical trials for rare diseases, and underwrites a professional development program for middle school science teachers inspiring the next generation of STEM (science, technology, engineering and math) pioneers nationwide. NSCF welcomes diverse candidates for this and all open positions. Learn more about NSCF at nationalstemcellfoundation.org.

The Opportunity

NSCF seeks an experienced, entrepreneurial and highly motivated fund raising professional to lead its growing national development program. Reporting to the Chief Executive Officer and working with a small, dedicated team, the Director of Development will have primary

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responsibility for elevating the organization's major and institutional gifts programs and expanding its annual fund, online and planned giving strategies to support NSCF's program platforms in research, advocacy and education.

The Director of Development will be an emerging leader who has demonstrated the ability to plan and execute a comprehensive revenue strategy to achieve sustained growth. Experience with annual and leadership giving and managing a major gift portfolio are required. Successful candidates also will bring experience working collaboratively, creatively and energetically with a Chief Executive and Senior Leadership Team. Excellent oral and written communications skills and competency in translating science and technology concepts to a lay audience will be additional indicators of appropriateness for this role. The successful candidate will bring a passion for and commitment to advancing the causes of stem cell research and STEM education.

The Current Situation

NSCF has achieved significant success implementing its program platforms in research, advocacy and education. Its philanthropy revenue is growing and there is strong momentum to replicate and expand existing successful programs. To do this, NSCF aspires to more than double its philanthropy revenue largely by deepening and expanding its individual giving efforts in Kentucky and across the U.S. The new Director of Development will lead strategy and implementation of this expansion in collaboration with the CEO and retained counsel.

Specific Responsibilities

NSCF envisions that the new Director of Development will take the lead in weaving together existing fundraising strategies and growing the program to include a comprehensive mix of revenue strategies that maximizes individual and institutional giving from a national audience.

Specifically, the new Director of Development will create and execute a goal-driven annual plan for increasing support by:

Managing a portfolio of major gift prospects with consistent face-to-face contact and staffing the CEO in managing her own active portfolio.

Increasing corporate, foundation and government support in conjunction with senior leadership and retained counsel.

Managing a growing annual fund and online giving presence.

Developing and implementing an annual plan of donor communications, recognition and stewardship.

Overseeing all aspects of development operations including database administration, policies and procedures for gift administration and acknowledgement, and liaison with finance staff and consultants.

Qualifications

Candidates must have a Bachelors' degree plus five to seven years of experience in progressively responsible fundraising leadership roles. In this growing organization, a caring and passionate attitude about the mission of NSCF and the ability to communicate its work to a wide audience will be an important fit with the team. Experience working closely with a CEO in the planning and execution of a development plan is strongly desired.

This position also requires a demonstrated ability to analyze data and make well-informed and strategic recommendations and to work collaboratively with staff and constituents in a busy, high-energy work environment. The ability to manage projects independently and use technology to facilitate work are desired qualities.

Experience managing an annual fund, online giving and an individual major gifts portfolio are required. The candidate is also expected to have a good working knowledge of corporate and foundation giving, development services functions, database management, and the interface between development and finance.

This is a hands-on position where creativity, good judgement, and the ability to multi-task to produce results are essential.