



Are you ready to join an organization primed to transform mathematics education in WI?

Math opens the door to a world of possibilities for kids. Research confirms that teachers are the single most important factor for raising student achievement. We know that teaching math is hard and that's where the Mathematics Institute of Wisconsin (MIW) shines. MIW is a privately funded 501(c)(3) dedicated to improving students' learning of mathematics by providing K-12 educators, coaches and administrators high quality professional development designed to increase their understanding of the math they teach.

This new position reflects an exciting time at MIW. The Director of Major Gifts will have the opportunity to build on the momentum of MIW's reputation of excellence as well as help scale MIW's local and national partnerships. Working closely with the President, Project Manager and staff, the Major Gifts Director will design and implement a comprehensive multi-year plan for increasing revenue to support the organization's plans for growth.

Position Summary

Reporting to the President, the Major Gifts Director will focus on strategies and tactics to identify, cultivate, engage and solicit major/principal gift-level donors (\$50K and above), which will include individual donors, foundations, and corporations. The candidate must have exceptional research and writing skills as well as demonstrated success developing proposals for funding. This position reports to the President and works as a part of the leadership team to further MIW's mission and long-term strategic direction.

Responsibilities Include

- ▶ Energize, inspire and challenge philanthropists to rethink and reimagine mathematics in Wisconsin.
- ▶ Articulate aspirational goals and ideas, set priorities, present philanthropic opportunities and close gifts.
- ▶ Create a fund development plan to include outright major gifts and grant writing to meet established revenue goals.
- ▶ Research, prepare and submit proposals to foundations, corporations, and government sources for both unrestricted operating revenue and restricted projects.
- ▶ Engage in active direct face-to-face solicitations and follow up.
- ▶ Manage work calendar, timelines and milestones; monitor progress toward goals; prepare regular reports for the President.
- ▶ Monitor restricted gifts to ensure they are utilized for intended purposes.
- ▶ Participate in activities and events including dinners, receptions and other donor cultivation initiatives.
- ▶ Serve on educational committees/boards as needed.



Qualifications

- ▶ Bachelor's degree required. Master's degree or Certified Fund-Raising Executive (CFRE) is preferred.
- ▶ Minimum of ten years' experience in major gifts cultivation is required.
- ▶ Ability to synthesize information and communicate in a succinct manner.
- ▶ Proven track record of achieving established revenue goals and development metrics.
- ▶ Success in planning, developing and successfully executing a development plan.
- ▶ Demonstrated ability to think critically, creatively problem solve, and use data analysis for sound decision making.
- ▶ Disciplined self-starter who can set and achieve goals.
- ▶ Ability to work independently and as an effective member of a team.
- ▶ Budget management and forecasting experience is required.
- ▶ Excellent communication skills, both written and verbal, possessing the ability to influence and engage a wide range of contributors.
- ▶ Strong organizational and time management skills paying exceptional attention to detail.
- ▶ Perform other duties as required or assigned. Attend a variety of events throughout the year
- ▶ Regular travel within Wisconsin and occasional night and weekend work is required.
- ▶ Collegial, team oriented working style with a willingness to share in both strategic thinking and administrative tasks.

Salary/Benefits

This position offers a six figure salary plus bonus assuming goals are met. Benefits include: health, dental, vision, long-term disability, HSA contribution, 401k match, generous vacation and ability to work from home one day a week.

To Apply

Submit resume, thoughtful cover letter, salary expectation and three professional references with phone and email to Kathryn Leverenz at Kathryn.leverenz@mathinstitutewi.org for consideration.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability.

Mathematics Institute of Wisconsin is an Equal Opportunity Employer and committed to providing a safe work environment. All offers of employment are contingent upon completion of a satisfactory criminal background check.

Applications accepted until October 11th. This position has a start date of January 6, 2020.