



Senior Director of Development – Discovery Cube Orange County

For nearly 25 years, Discovery Cube has been igniting curiosity and inspiring the next generation of scientists, thinkers, and innovators. With hands-on STEM exhibits, award-winning educational programs, and deep community partnerships, we're shaping how children experience science and how families learn together.

Now, we're looking for a Senior Director of Development who's ready to take our mission—and our impact—to the next level.

The Opportunity

Reporting to the Vice President of Development, the Senior Director will lead fundraising strategy and donor engagement for the Orange County campus, building philanthropic partnerships that advance STEM proficiency, early childhood education, healthy living, and environmental stewardship.

You'll manage a robust portfolio of donors, foundations, and corporate partners, with a focus on major gifts, sponsorships, and long-term philanthropic growth. This role is ideal for a dynamic relationship-builder who thrives on making meaningful connections and translating passion for science education into measurable results.

What You'll Do

- **Lead and Grow Philanthropy:** Design and execute strategies to expand annual and major giving, corporate sponsorships, and STEM-based initiatives.
- **Drive Donor Engagement:** Identify, cultivate, solicit, and steward a portfolio of major donors, foundations, and corporations.
- **Inspire Giving Through Storytelling:** Collaborate with Marketing and Communications to craft compelling donor materials and campaigns that highlight Discovery Cube's impact.
- **Partner with Leadership:** Work closely with the VP of Development and CEO to prepare for high-level meetings and events with key supporters.
- **Strengthen Systems and Stewardship:** Oversee donor communications, ensure data integrity in CRM (Microsoft Dynamics preferred), and provide strategic fundraising reports and forecasts.
- **Support Events and Experiences:** Represent Discovery Cube at donor events, exhibitions, and STEM-focused community gatherings (some evenings and weekends required).

What You Bring

- **Proven Fundraising Success:** 7+ years in nonprofit fundraising, with a strong record of securing and managing five- and six-figure gifts.
- **Strategic Leadership:** Experience developing and executing comprehensive fundraising strategies, ideally within STEM, education, or environmental organizations.



DiscoveryCube

- **Relationship Builder:** Ability to connect authentically with high-level donors, corporate partners, and community leaders across Orange County.
 - **Skilled Communicator:** Exceptional written, verbal, and presentation skills—able to inspire action and convey mission-driven impact.
 - **Mission-Driven Focus:** Passion for science education and hands-on learning.
 - **Technical Proficiency:** Comfortable with CRM systems (Microsoft Dynamics experience a plus) and donor analytics.
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What You'll Love About Working Here

- Medical, dental, and vision insurance
 - 401(k) with up to 4% employer match (after one year)
 - Generous PTO and 10 paid holidays
 - Discounts on campus dining, retail, and special events
 - Free general admission and festival tickets for you and your family
 - A collaborative team culture grounded in purpose, innovation, and community impact
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About Discovery Cube

Discovery Cube is a leading nonprofit science center dedicated to inspiring and educating young minds through hands-on STEM learning. With campuses in Orange County and Los Angeles, we serve hundreds of thousands of visitors annually through exhibits, school programs, and community initiatives that foster critical thinking and lifelong learning.

Ready to Make a Difference?

Join us in shaping the future of science education in Southern California. Apply today and help bring the power of discovery to every child: <https://job-boards.greenhouse.io/discoverycube/jobs/4959777007>

Pay Range for this position is: \$150,000 - \$170,000

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This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.