



Director of Advancement

About Us:

The Powerhouse is Southwest Colorado's STEAM engine, empowering curious young learners through interactive experiences, discovery, and play. Launched as the Children's Museum of Durango in 1994 in a small attic space above the Durango Arts Center, the museum expanded to its current riverfront location and has welcomed 300,000 visitors since its opening in 2011.

The Powerhouse has reached record numbers of visitors and members in each of the past three years and has adopted a master plan to guide the development of the museum campus to expand its reach and impact. Work is underway to prepare for a capital campaign to launch in early 2027 to advance master plan implementation. Priorities include opening a museum-based early learning center, refreshing indoor and outdoor exhibits and visitor experiences, and adapting the historic power plant building that houses the museum to better support operations and programs.

Job Title: Director of Advancement

Reports To: Executive Director

Hours and Term: Full-time, exempt

Start Date: Spring 2026

Compensation: \$62,500–\$72,500

Travel: Less than 20%

Benefits: Flexible PTO, ICHRA health plan insurance plan, SIMPLE IRA with 3% employer match, monthly phone reimbursement

Roles and Responsibilities:

Working closely with the Executive Director and Board of Directors, the Director of Advancement designs, coordinates, and plays the lead role in executing annual fundraising and development efforts for the Powerhouse. As the museum prepares for an upcoming capital campaign, this role is responsible for strengthening fundraising support systems, deepening donor relationships, and positioning the organization for long-term sustainability. We are seeking a seasoned development professional with a commitment to museums, STEAM education, and early learners and a proven track record in donor cultivation, stewardship, and revenue generation.

As a member of the Powerhouse's leadership team, the Director of Advancement contributes to institution-wide planning, goal setting, and policy. The position also supervises the Community Engagement Manager in coordinating the Powerhouse's marketing and communications strategy and managing third-party museum rentals.

Department Leadership

- Develop and implement a comprehensive fundraising strategy with measurable goals, project schedules, and budgets
- Provide leadership and guidance for the Community Engagement Manager in coordinating rentals and events
- Assign and manage a prioritized list of development opportunities
- Maintain and enhance tracking systems, reporting, and evaluation of the development process
- Participate actively in community and professional networks to maintain relationships, build awareness of the museum, inform best practices, and encourage philanthropic support

Donor Cultivation, Solicitation, and Stewardship

- Utilize research tools and community networks to identify, qualify, and prioritize donor prospects
- Coordinate outreach to prospects to understand donor motivations, interests, and capacity
- Prepare proposals for donor prospects, solicit gifts, and negotiate gift agreements
- Maintain donor stewardship programs, including gift acknowledgments, impact reports, and ongoing donor engagement
- Recommend strategies to establish a long-term planned giving and endowment program
- Maintain primary responsibility for a portfolio of 50-75 major funder relationships

Sponsorships

- Develop sponsorship opportunities for museum programs and events, including Camp Discovery, STEM competitions, the Community Concert Series, and STEAM Fest
- Coordinate the fulfillment of sponsor agreements

Grant Management

- Research, evaluate, and prioritize grant opportunities and make determinations regarding request size and program alignment
- Coordinate grant writing and reporting responsibilities among staff and contractors to ensure high quality proposals and reports are submitted on time
- Maintain documents to support efficient grant writing and reporting, including frequently required attachments, proposal templates, and current program metrics

Marketing and Communications

- Provide leadership and guidance to the Community Engagement Manager in planning and implementing organization-wide marketing and communications strategies
- Coordinate marketing priorities with other members of the leadership team
- Understand and communicate the Powerhouse's programmatic impact in a compelling message through letters, newsletters, collateral, and other materials to effectively engage donors

Capital Campaign

- In collaboration with leadership staff, assist in identifying and assessing future opportunities aligned with strategic plan goals
- Support the Executive Director in setting and managing campaign goals, strategies, and timelines
- Support Board members and campaign volunteers to be effective advocates and connectors on behalf of the museum and the capital campaign

Requirements

- Five years of development experience, including at least two years of major gift experience
- Proven success in the development and execution of development campaigns to reach fundraising goals, with a strong understanding of development systems and strategies
- Excellent communication skills, both written and oral, and strong interpersonal skills
- Exceptional organizational skills with a particular ability to prioritize projects and keep multiple initiatives moving forward simultaneously
- Bachelor's degree and proficiency with Google Suite, project management, and CRM software
- Valid driver's license, clean driving record, and ability to pass a background check

To apply: Email resume and cover letter to jeff@powsci.org. Priority consideration will be given to applications received by March 15, 2026. Application open until filled.