



Chief Revenue Officer

Job Description: With support from staff, the Revenue Leader will lead a team that builds and implements all aspects of development, fundraising, revenue development, marketing and communications for the organization. Reporting directly to the Executive Director, this person is responsible for ensuring the financial success of the organization, while also growing the brand to be one of the premier science learning centers around the globe that highlights Nikola Tesla's vision for entrepreneurship and thinking out of the box for grand solutions to the world's biggest questions. They will also support the Executive Director with any board relations, media relations or community relations efforts, while also taking on additional responsibilities as directed. Applicants should email resumes to admin@teslasciencecenter.org.

Key responsibilities include:

- Lead and be responsible for the organization's capital fundraising plan development and implementation.
- Manage the Development Director, who will manage operational fundraising efforts.
- Manage the Marketing Department, which will lead brand recognition and successful communications that will meet the goals defined by the strategic plan.
- Support CRM management as it pertains to development and communications.

Hours per week: 40. This is an in-person and virtual hybrid position.

Specific Strategic Plan Goals: Responsible for Supporting the entire Strategic Plan through the lens of development, marketing and communications with specific responsibilities for Goals 4 and 5 and as listed below.

4.2: Secure all funds and written pledges to complete the capital campaign

4.4 Establish a long-term development plan outlining potential contributed sources of income.

4.8 Establish admission fees and revenue targets

4.10 Determine fees for on-site and virtual programming that allow programs to break even or turn a profit

4.15 Develop a business plan for traveling exhibits to determine financial sustainability

4.16 Establish areas of revenue generation through the TSCW Innovation Center

4.18 Develop a business plan with updated financial projections through opening

5.1 Develop a multi-year pre-opening Marketing Plan that outlines goals and strategies

5.2 Ensure marketing viewpoint is fully represented and integrated in planning for programming, exhibitions and fundraising

5.3 Develop technology-driven marketing and outreach initiatives

5.4: Strengthen existing partnerships and build new ones

5.5 Prepare Board members, advisors and other leadership to serve as advocates for TSCW

Qualifications:

1. A minimum of a 4-year degree, with a preference for a graduate level degree
2. Excellent written and verbal communication skills.
3. Strong leadership experience and a willingness to support the staff with an "all-hands-on-deck" mentality
4. Ability to connect with people to drive success for the organization whether working internally or externally
5. High level of attention to detail, with the ability to support leadership staff with their management to meet the needs of the organization
6. Awareness and adherence to safety protocols, particularly within construction zones.
7. Ability to track, prioritize and complete all aspects of managing a multi-faceted organization that is in a high-growth mode.
8. Must have experience in leading capital campaigns

9. 5+ years of experience in raising 7 and/or 8 figure gifts

Ability to:

1. Work effectively as part of a team, contributing to collaborative planning and goal execution.
2. Solve problems constructively and reach consensus within a team setting.
3. Exhibit creativity in daily tasks and encourage innovative ideas from colleagues.
4. Communicate clearly and positively, reflecting well on our organization.
5. Lead and inspire colleagues with a positive and enthusiastic approach.

Compensation: The compensation for this role is \$150,000-\$200,000 per year in a full-time capacity

Tesla Science Center is an Equal Opportunity/Affirmative Action employer.

Applicants can email resumes to admin@teslasciencecenter.org.