

JENNIFER ERNISSE STANCIL

C-Suite Strategist | Equity Advocate | Fundraiser | Brand Developer | Program Innovator | Visionary

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SUMMARY

Strategic and engaging Executive with an intent to create sustainable spaces, stories, and strategies for transformational, equitable education. Passionate advocate for girls in STEM. Leader with incredible work ethic and enthusiasm. Non-profit innovator who builds organizational capacity with award-winning signature programs, brand and storytelling campaigns, and sustainable budgets. Contagious creativity with a passion for data-driven decision making. Tremendous motivator with reputation for “bringing life” to an organization with energy, charisma. Forward-thinking and future-focused – keeps abreast of theoretical work and best practices in education, marketing, business, technology, social networking, equity, and strategy. Vast experience with multiple organization-wide strategic planning processes. Vision for establishing and maintaining corporate brands, including: marketing, annual and performance reporting, art direction, and brand campaign support for anniversaries, launches, and events. Experienced in national, viral marketing and the nuance of using different media platforms. Established “face of the organization” that captivates audiences and builds consensus. Poise with external and internal stakeholders of all types, including boards and donors. High emotional IQ with immense dedication to equity, diversity, inclusion, belonging, and justice.

KEY ACHIEVEMENTS

- Excellent management and strategic operation of budgets of \$3.5-\$4MM and above.
- Regularly raising six and seven figure gifts from corporations, foundations, governments, and individuals.
- Conducted research, raised all funds, and installed the first CRM in the history of an organization.
- Extremely familiar with Raiser’s Edge, with additional skills SalesForce and Altru.
- Balance a regular portfolio of over 100+ prospects. Raised \$1.5M for gala in 3 years. 150% over previous 3 years.
- Experienced relationship builder (and sustainer) with state and federal governments, blue chip corporations (General Motors, AT&T, Toyota, Coca Cola, Google, Motorola, Chevron, Heinz Endowments) as well as extensive experience with high wealth individuals and family foundations.
- Known for establishing and growing earned revenue in double digits (32% over 2 years).
- Acquired \$10MM museum building. Earnest negotiator. Experience modeling endowments.
- Grew corporate giving 550% in four years to \$600,000+ annually for a museum. Secured first multi-year gifts for this museum in 6 years growing by 400%.
- Doubled ROI for development office to more than \$10/\$1 in 2 years.
- Established national speaker-focused event honoring K-12 children resulting in 40-50% new individual giving YOY for 3 years.
- Secured \$1.5M in government funding by line item, for two separate organizations; developing new skills working with State Departments of Education across the US.
- Established the first Annual Fund for an organization and advised clients. Grew membership programs 20%.

PROFESSIONAL WORK EXPERIENCE

Director of Business Development National Math and Science Initiative	Durham, NC July 2020 – Aug 2024
President and CEO Glazer Children’s Museum	Tampa, FL Nov 2015 – Sep 2018
Executive Director of Educational Partnerships WQED Multimedia	Pittsburgh, PA Mar 2010 – Sep 2015
Executive Director, Girls, Math & Science Partnership Carnegie Institute	Pittsburgh, PA Dec 2005 – Feb 2010
Director of Exhibit and Group Programs Exploris (now Marbles Museum)	Raleigh, NC Apr 1999 – May 2005
Manager of Concept Development / Manager of Programs McWane Center	Birmingham, AL July 1996 - April 1999

EDUCATION

Master of Science, Animal Behavior, all but dissertation | University of Nebraska – Lincoln

Bachelor of Science, Biological Science, Honors | University of Nebraska – Lincoln

PERSONAL CONSULTANCY

CEO and Founder | The Hello Studios

Durham, NC & Remote | Jan 2008 – Present

Independent consulting for clients including: Corporation for Public Broadcasting (PBS Kids TV grants); ASSET Education, SmartGirls HQ, World Science Festival; WGBH; Twin Cities Public Television (advising on media content, marketing, educational outreach for Hero Elementary, PBS Kids TV show, website and LRNG playlist); SMALLab Learning (fundraising consultant to strategize, market and expand motion-capture learning laboratories worldwide, originally funded by Gates, MacArthur and Intel Foundations)

BOARD SERVICE and ADVISORY ROLES

National Girls Collaborative Project, National Chair	2019 - 2022
National Girls Collaborative Project, National Champions Board	2009 - 2019
NAGC, Board Member, Development Working Group Co-chair	2022 - 2024
Champions Board, National Girls Collaborative Project	2009 – 2019
National Science Foundation, Advisor, BRITE (Intersectionality and STEM)	2022 - present
National Science Foundation, Advisor, iHARP (Climate Change Education)	2022 - present
National Advisor, Ready to Learn (CPB/PBS, TPT)	2010 - 2021
National Advisory Board, Hero Elementary (TPT)	2015- 2020
National Advisory Board, SciGirls TV, SciGirls Connect	2009 - 2014
National Advisor, White House Council on Women and Girls (Obama)	2009 - 2010