

JENNIFER ERNISSE STANCIL

jen.stancil@gmail.com www.jenstancil.com 412.613.7700 1024 Shoreside Dr., Durham, NC 27713

INSPIRATION

The big question is whether you're going to be able to say a hearty yes to your adventure. - Joseph Campbell

INTENT

To create sustainable spaces, places and opportunities for transformational, equitable education

PROVEN MANAGEMENT STYLE, MARKETING, BRAND BUILDING AND PROGRAM INNOVATION

- [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
- Forward-thinking and future-focused – keeping 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 the marketing, annual and performance reporting and art direction of Dream It. Be it., [Brite](#), iQ: smart media, [iQ: smartparent](#), iQKidsRadio.org, [iQZoo.org](#), BrainCake.org; *The Girl Solution: A Gender Equity Toolkit*; Click!; [Can*TEEN](#), and GirlTalk Radio. 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
- Passionate advocate for young voices
- Incredible work ethic and enthusiasm
- Tremendous motivator with reputation for “bringing life” to an organization with energy, charisma
- High emotional IQ with immense dedication to equity, diversity, inclusion, belonging, and justice.

PROVEN FUNDRAISING AND BUDGET EXPERTISE

- Excellent management and strategic operation of budgets of \$3.5-\$4MM and above
- Regularly raising six and seven figure gifts from corporations, foundations, and individuals
- Conducted research, raised all funds, and installed the first CRM in the history of the 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 vs. \$600,000 from the 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.
- 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 a 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 first Annual Fund for an organization and now advise other clients
- Grew membership programs 20%
- Experience modeling endowments

EXPERIENCE

NATIONAL MATH AND SCIENCE INITIATIVE Director of Business Development	www.nms.org July 2020 - August 2024
THE HELLO STUDIOS; DURHAM, NC CEO and Founder Independent consulting for clients including: Corporation for Public Broadcasting (review of new PBS Kids TV grants); ASSET Education, SmartGirls HQ, World Science Festival; WGBH; Twin Cities Public Television (advising on content for STEM media, marketing, education for Hero Elementary, a new PBS Kids TV show, website and LRNG playlist combining STEM and Literacy); SMALLab Learning (fundraising consultant to strategize, market and expand motion-capture learning laboratories worldwide, originally funded by Gates, MacArthur and Intel Foundations) 2024 Portfolio here .	www.jenstancil.com January 2008 - present
GLAZER CHILDREN'S MUSEUM; TAMPA, FL President and CEO	www.glazermuseum.org Nov 2015 - September 2018
WQED MULTIMEDIA; PITTSBURGH, PA Executive Director of Educational Partnerships	www.wqed.org March 2010 - Sept 2015
CARNEGIE INSTITUTE OF PITTSBURGH; PITTSBURGH, PA Executive Director, Girls, Math & Science Partnership	www.BrainCake.org Dec 2005 – February 2010
EXPLORIS; RALEIGH, NC (NOW MARBLES CHILDREN'S MUSEUM) Director of Exhibit and Group Programs	www.marbleskidsmuseum.org April 1999 – May 2005
MCWANE SCIENCE CENTER; BIRMINGHAM, AL Manager of Research, Evaluation and Concept Development Manager of (Visitor) Programs	www.mcwane.org May 1998 - April 1999 July 1996 – May 1998

EDUCATION

UNIVERSITY OF NEBRASKA-LINCOLN Masters of Science, Animal Behavior, All but dissertation defense	1996
UNIVERSITY OF NEBRASKA-LINCOLN Bachelor of Science, Biological Science University Honors Program	1992

AWARDS

Women We Admire, Rising Stars in Business and Consulting Services (Nationwide)	2024
Collaborator of the Year, National Girls Collaborative 20th Anniversary Award	2022
Non-Profit of the Year , Arts and Cultural Institutions, Tampa Bay Business Journal	2017
Emmy ® for creation and production of iQ: smartparent, national TV program	2015
Woman of Distinction, Tech & Communication, Girl Scouts WPA	2015
DATA awards PGH Tech Council, iQKidsRadio.org	2013
MacArthur Digital Media and Learning Competition	2010
BrainCake.org, Roy L. Shafer Leading Edge Award	2009
<i>Pittsburgh Magazine</i> , Top 40 under 40 Honoree	2008
Emerging Leader, Junior League of Pittsburgh	2007

KEY NETWORKS

Remake Learning Network, Children and Media Professionals Network, KNOW network, Women We Admire

CONSULTING, PUBLICATIONS AND SPECIAL PROJECTS

Department of Defense STEM , DSEC Managing Committee	2023 - 2024
National Science Foundation, Advisor, BRITE (Intersectionality and STEM)	2022 - present
National Science Foundation, Advisor, iHARP (Climate Change Education)	2022 - present
Presidential Appointee, National Associate for Gifted Children	2022 - present
Chair, Board of Directors , National Girls Collaborative Project	2019 - 2022
Medium Magazine Feature C-Suite women in STEM and COVID-19	2020
Champions Board, National Girls Collaborative Project	2009 – 2019
Guest Blogger, National Girls Collaborative Project, IF/THEN Summit	November 2019
Guest Editor, Tampa Bay Parenting	May 2017
National Advisor, Ready to Learn (CPB/PBS, TPT)	2012 - present
National Advisory Board, SciGirls TV, SciGirls Connect	2009 - 2015
<i>ASTC Dimensions</i> , <i>Transmedia Storytelling Q&A</i>	2012
<i>ASTC Dimensions</i> , Girls IDEa of Science	2010
National Advisor, White House Council on Women and Girls	2009 - 2010
PA STEM Advisory Board, now PA STEMx Advisory Board	2008 - 2015
GAPP Project, Reviewer and panelist about women in STEM, European Parliament	2008
Carnegie Magazine , <i>Imagining the next Einstein...as a girl</i>	2006
<i>Math Science Collaborative Journal</i> , (“The Girl Solution”)	2006
Co-Author, NSTA Position Statement on Informal Education	1998

SAMPLES OF PROFESSIONAL CONFERENCES

(most include individual or panel presentations made on topics such as creativity, early childhood, technology, best practices in science and math education, parent engagement, gender equity, and museums as a civic enterprise)

Grantmakers for Education
STEMM Opportunity Alliance
Association of Children’s Museums (multiple years)
PBS Annual Meeting (multiple years)
Association of Science Technology Centers Conferences (ASTC) (multiple years)
IF/THEN Summit (invited conference for Lyda Hill Philanthropies)
National Association for the Education of Young Children
ORD Camp (Invited conference for Google in Chicago)
[Keynote speaker](#), Minnesota Educators of the Gifted and Talented 2024
Keynote Speaker, Southeastern Association for Science Teacher Education 2021
Keynote speaker, National Association for Gifted Children 2016
Keynote speaker, Minnesota Association for Gifted Children 2018
Keynote speaker, Pennsylvania Early Childhood Education Summit 2013
National Science Teachers Association

VOLUNTEERISM

NCWIT, Reviewer, Grants for technology programs for girls nationwide, East NC Aspire IT Affiliate Co-Lead
National Association for Gifted Children - Outreach Committee, Development Working Group Co-Chair
Tampa Bay STEM Ecosystem
Chair, Carnegie Awards for Excellence, Emerging Female Scientist Committee
Pittsburgh Public Schools Advisory Committee – Pittsburgh Science Technology Academy opening
Pittsburgh Regional Science and Engineering Fair – Judge and Category Co-Chair
Junior League of Raleigh
Search and Selection Committee (Associate Professor Appointment, UAB, School of Education)

REFERENCES

Available on Request