

## **Director of Development, Major Gifts**

### The Wilson College of Textiles

The Wilson College of Textiles at North Carolina State University was established to support North Carolina's budding textile industry. Through the rise of synthetic fibers, globalization and automation, we've evolved and adapted and positioned ourselves, our students and our alumni to reach their full potential.

Enabling the success of our students translates to establishing a critical pipeline of future leaders, researchers and innovators in the textiles, apparel and related industries.

Our award-winning faculty excel at innovative teaching and conduct life-changing research. We're leading the pack on smart and high performance textiles, advanced analytics, consumer behavior and more. Our College has supported the formation of interdisciplinary teams to address society's textile-related grand challenges, from how we protect our armed forces and first responders and advance technologies for sustainable fashion, to how we filter the air we breathe and water we drink. Our College faculty have established groundbreaking interdisciplinary centers and institutes: The Nonwovens Institute and the Textile Protection and Comfort Center. They have led the formation of the emerging Forensic Sciences Institute. The Zeis Textiles Extension department is meeting a high-demand for professional training and fabrication and testing services by offering programs for entrepreneurs and start-up companies as well as multinational corporations.

We continue to serve the state of North Carolina guided by our mission, vision and our core values. The Wilson College of Textiles has been a driving force of economic development in our state. In the past two years, companies from around the world have begun or expanded operations in rural North Carolina, bringing hundreds of new jobs and investing more than \$100 million — largely due to access to superior textiles education, research and development, as well as proximity to the best textiles workforce in the nation, our Wilson College of Textiles graduates.

The Wilson College of Textiles offers unparalleled hands-on, science-based textile education through two departments, Textile and Apparel, Technology and Management and Textile Engineering, Chemistry and Science. Students receive one-on-one mentoring from award-winning faculty and conduct both undergraduate and graduate research in more than 200,000 square feet of state-of-the-art teaching, research, manufacturing and collaborative spaces. Students gain valuable work experience through summer internships, embark on international experiences across 30 countries and six continents, and leverage academic and experiential real world learning experiences via our industry partnerships and a 9,000-person strong alumni network.

### The North Carolina Textile Foundation:

The mission of the North Carolina Textile Foundation is to promote the welfare, future development and reputation of the Wilson College of Textiles at NC State University as the premier institution for textile education and research. As a nonprofit organization, the Foundation supports the Wilson College and Dean by providing funds for scholarships to deserving undergraduate and graduate students, recruitment and retention of highly qualified educators and researchers and placement of graduates. The Foundation

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also assists in the acquisition and maintenance of state-of-the-art equipment and facilities for research and education.

In collaboration with University Advancement and reporting to the Dean of the Wilson College of Textiles, the Foundation team works to facilitate communication, internally and externally, and to enhance the image of the Wilson College, and the University; to provide meaningful programs and service to alumni and friends; to build and sustain a strong volunteer leadership network; to raise money from private sources; to manage the collection, investment, and distribution of private gifts and private income for the North Carolina Textile Foundation; to manage an effective alumni and development database and gift system; and to coordinate with the General Administration, as needed.

### Director of Development, Major Gifts:

Reporting to the Senior Director of Development, the Director of Development, Major Gifts, is responsible for identifying, qualifying, soliciting, and stewarding major gift donors to the North Carolina Textile Foundation for the Wilson College of Textiles. This position will be engaged as a part of the Foundation's team, and will focus on specific assigned programs and/or regions in an effort to maximize support for all areas of Wilson College. As appropriate, the Director will also identify and coordinate the management of key volunteers in assigned regions. The Director will be expected to manage a portfolio of prospects while also collaborating with fundraising colleagues across campus in support of the University's comprehensive campaign.

Responsibilities include, but are not limited to:

- Identification, qualification, cultivation and solicitation of prospects to create and grow a pipeline of major gift (\$50,000 and above) donors;
- Conduct at least 120-150 personal meetings with prospects and donors annually, and participate in 15-18 solicitations annually;
- Strategic development, documentation and management of a portfolio with approximately 125 -150 prospects and donors capable of making gifts of \$50,000 or more;
- Creation and implementation of comprehensive strategies to leverage networks and maximize fundraising results in assigned areas of focus;
- Identification, coordination and management of key volunteers in assigned areas, programs or regions;
- Collaboration with colleagues to help align donors' philanthropic interests with various priorities across campus; and,
- Coordination of stewardship, planned giving and corporate and foundation relation efforts as needed with appropriate University Advancement and other campus colleagues.

The ideal candidate must be proficient in working with faculty, administrators, volunteers and colleagues as part of a dynamic, collaborative team in a large, complex research university. As a self-motivated and optimistic individual, the candidate must possess strong organizational and analytical skills, and have a proven track record in managing multiple and competing priorities in a fast-paced

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environment. The candidate must also have experience in cold-calling, negotiating and securing philanthropic gifts, and successfully closing proposals. At the request of the Senior Director of Development, the Director will be expected to travel locally and nationally as well as work evenings and weekends to fulfill the goals of the Foundation.

For more information, please see the full job description as provided by the NC State University Job Postings website ([Director of Development, Major Gifts](#)).

NC State University is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, national origin, religion, sex, gender identity, age, sexual orientation, genetic information, status as an individual with a disability, or status as a protected veteran.

Individuals with disabilities requiring disability-related accommodations in the application and interview process, please call 919-515-3148.

Final candidates are subject to criminal & sex offender background checks. Some vacancies also require credit or motor vehicle checks. If highest degree is from an institution outside of the U.S., final candidates are required to have their degree verified at [www.wes.org](http://www.wes.org). Degree must be obtained prior to start date.

NC State University participates in E-Verify. Federal law requires all employers to verify the identity and employment eligibility of all persons hired to work in the United States.

Job Posting: [Director of Development, Major Gifts](#)

Position Number: 00105361

Posting Number: PG180393EP

Position Location: Raleigh, NC