

Director of Development | College of Sciences

Raleigh, North Carolina

**The Opportunity | NC State & University Development**

North Carolina State University (NC State) was founded in 1887 as a land-grant institution with the purpose of creating economic, societal and intellectual prosperity for the people of North Carolina. Today it is the largest university in the state with more than 34,000 high-performing students, 8,000 pre-eminent faculty and staff and 205,000 living alumni. NC State is known for its leadership in research, education and service and as a research extensive university, is recognized for its strengths in science, engineering and technology. The University consistently ranks among the top public national universities and one of the best values in higher education.

The College of Sciences Advancement Office develops partnerships with alumni and friends through communications, alumni relations and development to increase private support for the College.

**The Position |** *Director of Development*

The primary purpose of the Director of Development is to secure major gifts for the College of Sciences and develop a new pipeline of donors. These gifts at a minimum are $50,000, but the focus will be on 6- and 7-figure gifts.

**Duties and Responsibilities:**

Develop private support for established priorities of the College of Sciences by developing relationships between faculty and alumni, friends, corporate and foundation leaders that result in effective partnerships and increased philanthropic funding.

The Director of Development (DoD) will identify, cultivate, solicit and steward gifts with a focus on increasing the pipeline of major gift ($50,000 and above) prospects and private support for the College of Sciences. The DoD is responsible for meeting individual fundraising and contact goals and will provide direction for a portfolio of major gift prospects. The DoD will also assist in providing direction for the development program, campaign planning and in relationship building with alumni and other constituents of the college. This individual will work closely with faculty and volunteers in developing external relationships with potential donors. This role reports to the Assistant Dean for Advancement for the College.

The Director will participate in developing and managing cultivation and stewardship events, and will assist with other projects of the Office as required or assigned. Regular travel and occasional night and weekend work is required.

**Essential Skills, Requirements and Preferred Qualifications**

At least three years of experience in major gift fundraising, preferably at a higher education institution, exceptional writing, organizational and communications skills, and the ability to work with faculty, administrators and volunteers in a large, complex research university.

Key characteristics for a preferred applicant include:

* Positive, team-oriented attitude is imperative
* Self-motivated and self-starting
* Ability to work well with faculty, administrators, volunteers, and other advancement and development colleagues as part of a team in a large, complex research university
* Solution-oriented
* Excellent communication skills (written and verbal)
* Ability to manage multiple and competing priorities in a dynamic environment
* Strong organizational and analytical skills with high attention to detail
* Experience in cold calling, negotiating, and closing business deals
* Knowledge of principles, practices, and ethics of fundraising
* High-level of computer literacy
* Ability to travel frequently around the state of North Carolina and some out of state travel
* Ability to work evening and weekends
* Prefer 5 or more years of experience in major gift fundraising
* Proven experience in closing six- and seven- figure major gifts
* Experience in a comprehensive campaign at a major university with an institutional goal of at least $100 million
* An understanding of the land grant, research Tier One university environment
* NC State University familiarity

**Education and Experience**

Bachelor’s Degree, or a relevant undergraduate degree and a minimum of five (5) years or greater of relevant experience may be substituted for the advanced degree.

**[To apply – click here](http://smrtr.io/Dkw5)**

NCSU has retained Capital Development Services to assist with recruitment for this position. Candidates must provide a cover letter, resume, and list of three references. All materials will be kept confidential. Additional inquiries may be directed to Jen Tozier at Capital Development Services, 336-747-0133 x 208 or [**searchservices@capdev.com**](mailto:searchservices@capdev.com).