

Director of Development | NC State Entrepreneurship

Raleigh, North Carolina

**The Opportunity**

North Carolina State University (NC State) was founded in 1887 with the purpose of creating economic, societal and intellectual prosperity for the people of North Carolina. Today it is the largest university in North Carolina with more than 34,000 high-performing students, 8,000 pre-eminent faculty and staff and 205,000 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.

In 2016, NC State launched the Think & Do the Extraordinary Campaign, the most ambitious fundraising effort in the history of the university with a $1.6 billion goal. Priorities include dramatically increasing endowment to benefit students and faculty, enhancing facilities and strengthening support for current operations.

In 2017 NC State Entrepreneurship was launched as an alliance of nearly 20 programs and units at the university. The partnership extends across disciplines, bringing students from diverse majors together to focus on entrepreneurial development. Coupled with the many public and private partnerships throughout the Triangle business and entrepreneurial ecosystem, this model makes NC State innovative in its approach to fostering an entrepreneurial campus. The program was recently recognized by Princeton Review as a Top 20 undergraduate entrepreneurship program in the country.

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

The Director of Development serves as the chief fundraising officer for NC State Entrepreneurship. The position advises the Senior Vice Provost, Academic Outreach and Entrepreneurship and his/her team and provides innovative leadership and strategic direction on constituency and external relations and engagement, philanthropy and advocacy. This includes planning, managing, and implementing an annual plan designed to attain the development goals for NC State Entrepreneurship.

The Director of Development and Engagement will help lead discussions and create a culture of collaboration among the various university departments, academic colleges, administrative units and entrepreneurship-focused programs. He/she will work with and support broader initiatives to foster Entrepreneurship at NC State by developing enduring and creative partnerships with internal and external stakeholders such as students, university administrators, faculty, alumni, staff, and community leaders and entities in the greater Triangle community.

Preparation and implementation of a comprehensive major gift program that generates individual and corporate donors and other philanthropic support on a continuing basis is an essential part of this responsibility and will be achieved in close coordination with the University’s Think & Do the Extraordinary Campaign. The Director will be expected to manage a portfolio of prospects while also collaborating with fundraising colleagues across campus.

The ability to understand, shape and articulate the value propositions of NC State Entrepreneurship while linking prospects with students, faculty, and other initiatives of the entrepreneurship alliance through various events and sponsorships will be an important aspect of this role. As appropriate, the Director will also help coordinate the management of key volunteers including members of the Advisory Board, Alumni Entrepreneurs and the Wolfpack Investor Network with the goal of fostering their engagement in strategic planning, resource/financial development, and program development.

The Director of Development reports to the Executive Director of Central Major Gifts and will serve as a part of the University Development team.

Duties and responsibilities include:

* Provide overall leadership and management for all NC State Entrepreneurship fundraising activities.
* Develop a clear understanding and appreciation of the mission, vision and values of NC State Entrepreneurship.
* Work closely with the program leaders and University Advancement to identify fundraising priorities in conjunction with the NC State Think & Do the Extraordinary Campaign and develop multi-year strategies to solicit donors/prospects in support of these priorities.
* Coordinate with the University Development and the Associate Vice Chancellor for University Advancement to maximize and leverage resources, services and access to the Vice Chancellor and Chancellor when appropriate.
* Develop strategic relationships among faculty, staff, alumni, volunteers, friends, students, corporations, foundations and campus colleagues that result in effective partnerships and increased philanthropic funding.
* Develop effective leadership annual gift strategies and a portfolio that will drive increased gifts, loyal annual giving and engage/inspire donors to give major gifts.
* Partner with central university marketing and communication staff to ensure that publications and websites inform and motivate appropriate constituencies.
* Coordinate with the Office of Corporate and Foundation Relations to identify prospective funding sources and facilitate proposals in support of NC State Entrepreneurship programs, engagement and events.
* Ensure timely, accurate documentation of contacts and cultivation strategies, proposals, pledges, fund agreements, etc.
* Identification, qualification, cultivation and solicitation of prospects to create and grow a pipeline of major gift ($50,000 and above) donors. ¬
* Conduct at least 100 personal meetings with prospects and donors annually and participate in 18-24 solicitations annually.
* Develop a portfolio of and manage 100-125 prospects and donors capable of making gifts of $50,000 or more;
* Coordination and management of key volunteers.
* Coordination of stewardship efforts as needed with appropriate University Advancement and other campus colleagues.

Perform other duties as required or assigned. Attend a variety of events throughout the year. Regular travel and occasional night and weekend work is required.

**The Candidate |** *Critical Knowledge, Skills, and Abilities*

Post-baccalaureate credentials or Bachelor’s degree from an accredited college or university, plus at least three or more years of experience in major gift fundraising or a closely related field (such as sales or wealth management).

**Required Skills:**

* Proven fundraising success, including ability to evaluate, qualify and move prospects through the cultivation/solicitation cycle
* Knowledge of principles, practices and ethics of fundraising
* Ability to build positive and effective internal and external relationships; colleagues as part of a team in a large, complex research university
* Excellent written and verbal communication skills
* Strong organizational and analytical skills, with a high attention to detail
* Ability to manage multiple and competing priorities and meet deadlines in a dynamic environment
* Experience in cold calling, negotiating, and closing business deals
* Personal interest in entrepreneurship
* Self-motivated and self-starting
* Good listener
* Optimism, perseverance and a positive attitude
* Computer literacy

**Preferred Experience, Skills, Training/Education**

* An advanced degree or fundraising credential
* Volunteer management experience
* Prior experience in a comprehensive capital campaign
* Experience in higher education fundraising
* An understanding of the land grant research Tier One university environment
* Familiarity with NC State University
* Application Process

[**To apply – click here**](https://jobs.ncsu.edu/postings/115082)

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).