

Director of Development, College of Humanities and Social Sciences

Essential Job Duties

Reporting to the Executive Director, the Director of Development (DoD) will manage and help oversee the complete range of development activities in support of the College of Humanities and Social Sciences (CHASS). This work will include leveraging NCSU's fundraising technology and training tools (e.g. Blackbaud FPM and Plus Delta curriculum), related to major gift fundraising from individuals to achieve annual meeting, solicitation, and gifts closed goals.

While focused on a strong campaign close, the DoD will articulate a long-term vision for CHASS providing strategic prospect coverage for the College's 10 departments and numerous cross-College initiatives, increasing the pipeline of \$100,000+ prospects, and collaborating with the central major gifts team to maximize CHASS alumni giving. The position works in close collaboration with the CHASS advancement team, college leadership, faculty, and volunteers providing strategic thought leadership on behalf of the department and the Executive Director.

Duties and Responsibilities Include:

- Lead and manage fundraising activities in support of the College of Humanities and Social Sciences including campaign planning.
- Identify, cultivate, solicit, and steward gifts with a focus on increasing the pipeline of major gifts (\$100,000 and above), prospects and private support.
- Consistently meet individual contact and fundraising goals including monthly meetings and participation in annual solicitations.
- Actively develop and manage a portfolio of 100+ major gift prospects and donors.
- Independently develop and lead strategy; partner with the Dean, other college leaders and University Advancement colleagues across campus.
- Manage relationship with the Institute for Nonprofits and its volunteer board.
- Develop strategic relationships among senior academic leaders, faculty, alumni, friends, and campus colleagues that result in effective partnerships, alignment of donors' philanthropic interests and increased philanthropic funding.
- Coordination of stewardship and recognition efforts as needed with appropriate CHASS and University Advancement colleagues.
- Represent CHASS at college and university-wide donor events.

Minimum Education/Experience

Post-baccalaureate credentials or Bachelor's degree from an accredited college or university and at least three or more years of progressive responsibility and experience in institutional advancement or related field such as sales, wealth management, or alumni relations.

Departmental Required Skills

- Demonstrated success in securing major gifts from individuals
- Knowledge of principles, practices, and ethics of fundraising
- Ability to build effective internal and external relationships
- Strong organizational and analytical skills, with high attention to detail
- Excellent listening, communication, interpersonal skills; ability to communicate clearly in person and in writing
- Ability to take academic priorities and translate them into development opportunities
- Ability to manage competing priorities and meet deadlines in a dynamic team environment
- Understanding and comfort with cold calling, negotiating, and closing deals/gifts
- Commitment to a collegial and collaborative team approach
- Unquestioned integrity
- Self-motivated and driven with an entrepreneurial approach to problem-solving
- Optimism, perseverance and a positive attitude
- Computer literacy and competency with electronic donor information systems

Preferred Experience, Skills, Training/Education

- Master's degree.
- Experience in higher education institutional advancement.
- Prior experience in a comprehensive capital campaign
- An understanding of the land grant, research Tier One university environment
- Familiarity with NC State University

Link to Apply: <https://jobs.ncsu.edu/postings/129702>