



Director of Regional Advancement
Position Closes: August 19, 2024

Mission Statement:

The Division of Institutional Advancement is a thriving, data-driven, and results-oriented operation. We lead the College of Charleston in securing and managing resources to enhance academic, athletic, and campus life. Committed to fostering a culture of engagement and philanthropy, IA professionals work with alumni, parents, friends, corporations and foundations to create opportunities for students, faculty, and the College.

Position Summary:

Director of Regional Advancement is tasked with leading the regional fundraising program. This program includes the Southeast, the Mid-Atlantic and Northeast regions. The Director will hire, manage and be responsible for the work of two Regional Assistant Directors of Advancement as well as two campus-based Leadership Annual Giving officers. The Director of Regional Advancement reports directly to the Vice President of Development.

Minimum Requirements:

Bachelor's degree and four years of relevant successful experience (to include management) or combination of education and relevant experience required. Advanced degree preferred. Relevant experience may include involvement in higher education fundraising, marketing, finance, or another role in which developing personal relationships and crafting persuasive communications are essential. Demonstration of successful management and work experience is also required. Candidates with an equivalent combination of experience and/or education are encouraged to apply.

- Demonstrated effectiveness in prospect identification, relationship building, and solicitation.
- Demonstrated successful experience mentoring, modeling team and institutional culture, working with faculty and staff and managing multiple individuals.
- Superior written and oral communication skills, with exceptional attention to detail and the ability to articulate a compelling case for philanthropic support programs.
- Ability to translate complex concepts into compelling development proposals.
- Relevant experience may include involvement in marketing, finance, or another role in which developing personal relationships and crafting persuasive communications are essential.
- Proven success working independently.

Will be required to work occasional nights and weekends to support regional programs, institutional advancement, and the College.

*This position is eligible for full-time remote work. Due to the regional oversight that this position requires, preference will be given to candidates who are located (or willing to relocate) within a 140 miles radius of the Greenville/Spartanburg, SC area.

Job Duties:

Activity One- 15%

Hires and oversees two Assistant Directors of Regional Advancement. One assistant director will be based in the Mid-Atlantic (DC, MD and VA). Another will be based in the Northeast covering (CT, NJ, PA, and NY). All regional officers will be located where they can make day trips to advance donor relationships within their assigned regions.

Activity Two: 20%

Serves as a highly visible, knowledgeable, and articulate representative of the College of Charleston in his/her region and other markets as assigned by the Vice President of Development and in coordination with the Director of Prospect Management. The Director will also be responsible for providing information about the College of Charleston's activities and pan-campus philanthropic priorities with the objective of building and cultivating relationships that will produce major gifts to the institution.

Activity Three: 25%

Plays a vital role in overall College fundraising efforts. Develops solicitation goals, objectives, and strategies for development projects and/or specific donor populations or geographic regions. Manages an active portfolio, and tracks solicitation assignments and progress. Leads a wide range of fundraising and engagement activities, to include providing stewardship, identifying new prospective donors and volunteers, maintaining an active level of contacts, supporting regional campaign volunteer fundraising efforts, and referring prospective donors to other officers when appropriate.

Activity Four: 10%

Trains, manages, and supports assigned Regional team and oversees Leadership Annual Giving Fundraising team. Leads both in the execution of solicitation plans and strategies that will generate financial support for the College of Charleston and its priorities.

Activity Five: 10%

Utilizes Advancement systems to track solicitation assignments and progress. Develops relationships leading to comprehensive “asks” that include both major and lead annual gifts. Maintains productive contact with current donors to enhance their personal relationship with the College of Charleston and its activities, with particular attention given to giving society membership groups, through personal visits, phone calls, and meaningful contacts.

Activity Six: 10%

Collaborates with the Executive Director of School and Unit Fundraising/Planned Giving, the Executive Director of Principal Gifts and Presidential Strategy, the Executive Director or Stewardship, Donor Relations and Institutional Events, the Vice President for Alumni Affairs and fundraising colleagues to identify, develop, and effectively market programmatic efforts that advance the College of Charleston’s mission and campaign, including developing the funding sources of such efforts. Partners with the VPD, CAO, the VP of Alumni Affairs and the events team to support and, as appropriate, help execute regional donor events.

Activity Seven: 10%

Works closely with other colleagues in Development to align program goals with the overall goals of the College of Charleston. Maintains fluency on current CofC initiatives, activities, priorities, and news.

Salary Range: *\$82,076- \$97,472

**Salary is commensurate with education/experience which exceeds the minimum requirements.

Quick link to Apply: <https://jobs.cofc.edu/postings/15705>