

## Director of Development - Poole College of Management

### **Essential Job Duties**

The Director of Development (DOD) will develop private support for established priorities of Poole College of Management by developing relationships between faculty and alumni, friends, and corporate and foundation leaders that result in effective partnerships and increased philanthropic funding. The Director of Development 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 Poole College of Management.

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 DOD will work closely with faculty and volunteers in developing external relationships with potential donors.

**The Director of Development is primarily responsible for the following:**

#### **Donor Stewardship & Engagement (25%):**

- Manage a portfolio of discovery and actively managed prospects while also collaborating with fundraising colleagues across campus
- Collaboration with colleagues to help align donors' philanthropic interests with various priorities across campus
- Coordination of stewardship efforts as needed with appropriate University Advancement and other campus colleagues

#### **Strategic Development (35%):**

- Identification, qualification, cultivation, and solicitation of prospects to create and grow a pipeline of major gift (\$50,000 and above) donors
- Creation and implementation of comprehensive strategies to leverage networks and maximize fundraising results

#### **Prospect Development (40%):**

- Conduct personal meetings with prospects and donors annually and participate in solicitations annually
- Identification, coordination, and management of key volunteers

**This role reports to the Executive Director of Development and External Relations for the College.**

### **Minimum Education and Experience**

- Bachelor's degree from an accredited college or university is required.
- At least three years' experience in major gift fundraising or a related field. Strong preference for fundraising experience in a higher education setting.
- Proven experience in working with six-figure gifts or comparable sales and marketing accounts, including the ability to evaluate, qualify, and move prospects through the cultivation/solicitation cycle.

### **Other Required Qualifications**

- 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.
- Excellent communication skills (verbal and written).
- Ability to manage multiple and competing priorities in a dynamic environment.
- Strong organization 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.
- Self-motivated and self-starting.
- Computer Literacy.
- Ability to travel frequently around the state of North Carolina and some out of state travel.
- Ability to work evenings and weekends as required.

### **Preferred Qualifications**

- Prefer five (5) or more years' experience in fundraising and 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.

Link to apply: <https://jobs.ncsu.edu/postings/162835>