

## **Director of Development, University of Maryland College Park**

### **Position Summary**

Reporting to the Assistant Dean of External Relations, the Director of Development for Individual Major Gifts will be responsible for helping to meet the fund-raising objectives of the Clark School; managing a portfolio of 100 major gift prospects, most of whom have the capacity to give \$50,000 or more; making 10 visits per month; and raising \$1-\$2 million per year once established with an appropriate portfolio. This is a field fundraising position and the Director will be expected to be out of the office on a frequent basis, making personal calls on prospects each week. Local and national travel is essential and the Director will be expected to be visiting with prospects 50% of the time. The Director will be assigned an academic department and geographic areas to focus on his/her major gift activities.

The Director of Development will apply knowledge and understanding of the University of Maryland and the Clark School of Engineering, its traditions, programs, campus issues, needs and priorities to the development process. He/she must be able to persuasively discuss academic programs, needs and priorities with prospective donors and volunteers. He/she should also be comfortable working with prominent and wealthy individuals.

The Director will be supervising a team of three Major Gift Officers, each of whom will be assigned academic department(s) and programs as well as geographic areas.

The Director will work in collaboration with the Director of Corporations and Foundations, the Director of Alumni Engagement and Outreach, and with Clark School faculty and administrators. The Director is also expected to motivate administrators, faculty, staff and volunteers to participate in the identification, cultivation and solicitation of major gifts. The Director will facilitate communication between administrators, faculty, donors, prospects and volunteers, as appropriate.

The Director will independently manage collaborative working relationships with fundraising colleagues in University Relations and other campus schools and units to develop strategies for joint solicitation and to negotiate differences.

This position will require attendance at some weekend and evening events.

### **Minimum Qualifications**

Education (include licenses, certifications, etc.):  
Bachelor's degree required.

Experience:  
Five years of individual major gift or customer relationship management experience, campaign experience is desirable.

Knowledge, Skills, and Abilities:  
Proven record of closing six and seven-figure gifts is required.  
Experience identifying, cultivating and directly soliciting major gifts.

**To apply, please visit: <https://ejobs.umd.edu/postings/45049>**

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Strong working knowledge of academic development.

Experience managing major gift officers is required.

Strong interpersonal and communications skills, both written and verbal, are required.

Ability to work with volunteers, senior administration and faculty is necessary.

Commitment to the values and role of public, research university and the ability to articulate the importance and centrality of engineering is essential.

Knowledge of campaigns.

Ability to oversee multiple projects and quickly discern complex and competing interests.

Ability to travel 50% of the time is required.

Requires attendance at some weekend and evening events.

### **Additional Information**

Physical Demands of the Position: Traditional office environment with the ability to work nights and weekends on occasion. Availability to travel 50% of the time both locally and nationally.

For best consideration, please apply by Sunday, August 21, 2016.

The salary range for this position is \$99,000s to \$ 124,000s.

Benefits offered: The University offers a comprehensive benefits package, including 22 Days Annual Leave; 15 Days Sick Leave; 3 Days Personal Leave; 15 Paid Holidays; Tuition Remission; Health, Dental, Vision and Prescription coverage.

Candidates must be able to provide proof of eligibility to work in the USA. No Visa sponsorship is offered for this position.

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