

Director of the Orange and Blue Club Annual Giving

For more than 30 years, the Orange & Blue Club has provided annual support for Bullet Athletics-ensuring Gettysburg College has the resources to remain a leader among NCAA Division III programs. The Director of the Orange & Blue Club is a member of the Annual Giving department and will oversee all fundraising activities for Athletics. The position manages a portfolio of 150-175 donors and prospects, traveling approximately 7-10 days per month primarily along the Virginia to NYC corridor. Additionally, the position has direct responsibility for overall program strategy, implementation, growth and evaluation of athletics fundraising through the College's Orange & Blue Club. The director will oversee the Orange & Blue Golf Classic as well as the Hall of Athletic Honor banquet which occur annually; will work collaboratively with division colleagues in research, major gifts, alumni and parent relations, donor relations and stewardship and outside the division with the Athletic Director, coaches and staff; and will have the ability to work outside normal business hours for select division and athletics events on and off campus. This position reports to the Director of Annual Giving and is a member of the Division of Development, Alumni and Parent Relations.

A bachelor's degree is required. At least three to five years of development and/or sales experience, preferably in higher education fundraising is highly desired. Experience in face-to-face solicitation is a plus. Experience as a former college athlete or with athletics fundraising is also helpful. The preferred candidate will possess the ability to articulate the need for unrestricted support through the Orange & Blue Club and develop effective cultivation and solicitation strategies that result in financial support to the Athletic Department and the College. A demonstrated ability to connect with people of diverse backgrounds is an integral part of this position. The successful candidate will possess the skills necessary to adapt to a variety of cross-cultural situations, settings and circumstances that are intrinsic to development work. Organizational and time management skills are essential, as is the ability to work effectively both as part of a team and independently; communicate exceptionally well verbally and in writing; successfully develop relationships with prospects and solicit gifts and commitments; and operate in an organized, but creative manner.

Online Application: <http://gettysburg.peopleadmin.com/postings/3024>. Application materials must be received by June 7, 2019.

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