



## Foundation

### Director of Development

Reporting to the Senior Director of Development, this position is responsible for the identification, cultivation, solicitation, and stewardship of donors and prospects with the capacity to make a financial commitment in the form of a major, principal, or transformational gift.

#### Essential Duties & Responsibilities

- Manage a portfolio of prospects and donors, effectively executing strategy against the Donor Commitment Continuum; Qualify prospective donors for portfolio; Create individual goals for each donor in the portfolio; achieve metric goals set forth by VP for Development and SDOD
- Establish an engagement plan for each donor and prospect in the portfolio that is focused on matching donor interests to university fundraising priorities, subsequently executing that plan and modifying it as circumstances change; Work with college faculty and staff to secure project information for creating compelling giving opportunities (front-end) and reporting to donors on how their giving made a difference (back-end)
- Utilize the donor database effectively to document progress with donors;
- Follow the policies and procedures to coordinate appropriately with all fundraising agencies on campus; Interact and collaborate with colleagues and fellow team members on a regular basis
- Other duties as assigned

#### Marginal Duties & Responsibilities

- Serve on committees
- Assist with major college-related alumni or development events
- Attend relevant seminars or trainings

#### Requirements

##### Required level/type of experience

- Major gift or related fundraising experience

##### Preferred level/type of experience

- A proven track record of soliciting and securing major gifts in a university environment

##### Preferred abilities

- Familiarity with electronic university advancement databases
- Exceptional written and oral communicative skills
- The ability to self-motivate and work independently
- Sensitivity to the need of diverse constituencies
- A team player with a goal-oriented approach to work
- Strong organizational and time management skills
- The ability to represent the organization in a professional, positive, manner

## Education and Certifications

### Required education

- Bachelor's degree from an accredited college or university

### Preferred education

- Master's degree from an accredited college or university

## Desired Competencies

- Timely Decision Making/Judgment: Demonstrates the ability to make judicious and effective decisions.
- Relationship Building: Develops, maintains, and strengthens relationships with others outside of the organization.
- Tenacity: Achieves a desired outcome in the face of setbacks, obstacles, or challenging circumstances.
- Professionalism: Thinks carefully about the likely effects on others of one's words, actions, appearance, and mode of behavior.

## Work Environment Requirements

- May be required to work extended workdays, evenings, and weekends to meet deadlines
- May be required to travel 40% of the time

## Managerial/Supervisory Requirements

- This position has no supervisory responsibilities

Salary will be commensurate with qualifications and experience. The LSU Foundation wishes to fill this position quickly, but finding the right candidate is more important than the timeline, therefore the position will remain open until filled.

An offer of employment is contingent upon a satisfactory pre-employment background check. The LSU Foundation is an equal opportunity/equal access employer.

Applications can be submitted via this link: [Director of Development](#)

<https://recruiting.paylocity.com/Recruiting/Jobs/Details/596662>

To learn more about this opportunity, please contact:

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