



DIRECTOR OF DEVELOPMENT, STUDENT AFFAIRS

Santa Barbara, California

Full Time

Department Profile

The UC Santa Barbara Office of Development blends the strengths of both a centralized and a decentralized operation. Although all development officers report to the Associate Vice Chancellor for Development, or his/her designee, some are dedicated to specific schools and units, working hand-in-hand with Deans, Directors and faculty to secure private support. Additional development officers focus on specific regions of the country and/or are dedicated to increasing involvement by alumni, parents and friends. A strong central core initiates programs, or provides guidance and expertise, in foundation relations, planned giving, capital projects, donor stewardship, The UCSB Foundation and other areas of specialization. An integrated tracking and coordination system ensures a collaborative and smooth working environment, all aimed at enhancing UC Santa Barbara's attractiveness to, and involvement with, the private sector.

General Summary of Job Duties

This University Major Gifts Officer serves as the Director of Development ("Director") for Student Affairs and works to optimize philanthropic support for the University. The Division of Student Affairs which comprises 26 departments (such as Financial Aid and Scholarships, Veteran Center, Mental Health and LGBTQ+), includes many collaborative efforts throughout the university, and provides programs and services that enhance and complement the UCSB educational experience and student success.

Minimum Requirements

- Bachelor's degree or equivalent combination of education and experience required, Master's degree preferred.
- Five to ten years of experience in individual major donor development or related profession. Proven success in the major gift fundraising; experience in higher education preferred.
- An understanding of the culture of Division/Area departments, and a basic grasp of the social, political, and economic issues that these faculty members study;
- With training, ability to articulate the programmatic objectives of the Division/Area with clarity and passion.
- Highest ethical standards, demonstrated empathy and a positive attitude in the face of difficulty and challenge

Desirable Qualifications

- Track record of engaging industry effectively toward funding goals and philanthropic outcomes.
- A general understanding of planned giving.
- Sensitivity to long-term relationship building and stewardship with donors and potential donors.
- High level of initiative, creativity and energy.

Note: Salary is competitive and commensurate with qualifications and experience.