



DIRECTOR OF DEVELOPMENT, REGIONAL GIVING

Full Time

Salary is competitive and commensurate with qualifications and experience.

JOB DESCRIPTION

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.

Summary of Job Duties

The Director of Development, Regional Giving ("Director"), reports to the Senior Director of Development, Regional Giving, with a primary emphasis on increasing philanthropic support to UC Santa Barbara by maximizing the interest, involvement and commitment of alumni, parents and friends as well as select corporations and foundations in the assigned region. The Director focuses on the identification, cultivation, and solicitation of individual prospects, including alumni, parents, and friends of the University. Primary solicitation focus will be based on a donor-centric approach with emphasis on major gifts (\$100,000 or more) and new and renewing Chancellor's Council (annual) level gifts (\$1,000 to \$99,999). With regard to major gift fund raising, the Director designs and executes planned strategies for the identification, cultivation, solicitation, closing and stewardship of gifts from individuals. Works personally with top donor prospects and also supports the Senior Director of Development, Regional Giving, the Associate Vice Chancellor of Development, other campus administrators and key volunteers in top prospect relationships, in order to maximize philanthropic support of UC Santa Barbara. The Director focuses about seventy percent time on activities directly related to the fundraising gift cycle. Thirty percent time is focused on other activities related to fundraising, including events, volunteer committee management and administrative and managerial duties, such as planning and coordinating. The Director prioritizes work by focusing the majority of fundraising activities

by geographic region. In close collaboration with the Senior Director of Development, Regional Giving, Northern California/Bay Area is the targeted geographic region and a regional network is developed and sustained. This targeted approach allows the Director to coordinate activities in the most efficient and strategic manner. Regional assignments may be altered or redefined at the discretion of the Senior Director of Development, Regional Giving.

MINIMUM REQUIREMENTS

- Bachelor's degree or equivalent combination of education and experience required
- 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

- Master's degree
- 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.

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