

Director of Development, Student Affairs

SAVE

University of California, Santa Barbara

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 Director executes the identification, cultivation, solicitation, closing and stewardship of gifts from individuals, corporations and foundations to secure \$2M+ in philanthropic support for 20+ departments within the Division of Student Affairs. The Director's priorities are established in consultation with the Vice-Chancellor of Student Affairs, and Assistant Vice Chancellor for Enrollment Services, and Associate Vice Chancellor, Development to help sustain, enhance, and expand Student Affairs programs and services.

The Director focuses about eighty percent time on major gift fund-raising activities. Twenty percent is focused on other activities related to fund raising, mostly major gifts of \$100,000+ level, but also including some lower level gift solicitations at \$10,000 and up, and administrative duties such as planning, coordinating and executing aspects of the Student Affairs' development program. With regard to major gift fund raising, the Director is responsible for designing and executing planned strategies for the identification, cultivation, solicitation, closing and stewardship of gifts from individuals, corporations and foundations.

The Director supervises a Development Assistant, communicates with and advises SA managers, departments, and

Application



First Name

Last Name

Email

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Details

Posted:

August 8, 2019

Location:

Santa Barbara, California

Salary:

Type:

Contract - Experienced

Categories:

Annual Giving, Capital Campaigns/Endowment, Major Gifts

Preferred Education:

4 Year Degree

staff(s) on Development issues/priorities; liaisons with institutional advancement through a reporting line; conducts research and analysis to search for new donor leads; and prepares give/grant proposals. The Director must possess excellent written and verbal communication skills, keen analytic abilities, and the facility to represent the University to outside agencies, community collaborators, private foundations, corporations, and individual donors. The executive director's work is characterized by independence, initiative, and self-direction.

Director works to ensure that all aspects of the fund-raising program integrate with the policies and priorities of Student Affairs' offices, the Development Office and the University. Works closely and in collaboration with other Development Officers within Student Affairs and within the greater University. Attends Development Office training and strategy meetings, routinely.

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

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 & Student Affairs 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

NOTES:

Additional Salary Information: Salary is competitive and commensurate with qualifications and experience

Internal Number: 20190440

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