

Senior Director of Development, Ecological & Environmental Sciences Development

Summary of Job Duties:

This University Major Gifts Development Officer serves as Senior Director of Development ("Sr. Director") for the Ecological and Environmental Sciences team. This team focuses on a compliment of initiatives prioritized for areas of campus within the Ecological and Environmental Sciences, including: the Cheadle Center for Biodiversity and Restoration, the Marine Science Institute, the Natural Reserve System, Sustainability, and the National Center for Ecological Analysis & Synthesis (NCEAS). Projects may also include team efforts in partnership with the Bren School of Environmental Science & Management and Math, Life, and Physical Sciences, as well as other special projects. The Sr. Director focuses about 75% time on major gift (\$100k+) and leadership gift (\$1M+) fund raising activities, prospect discovery, pipeline building, and lower-level gift solicitations (\$10,000+). 15% of time is focused on other activities related to fund raising, including events, volunteer committee engagement, administrative duties and strategic planning, and implementing aspects of the Ecological and Environmental Sciences development program. 10% of time is focused on the management and supervision of the EES Development Analyst. The Sr. Director is responsible for designing and executing planned strategies for the identification, cultivation, solicitation, closing, and stewarding of major gifts from individuals, corporations, and foundations. The Sr. Director works personally with donor prospects and supports the Academic and Program leadership, faculty, and volunteers in prospect relationships, in order to maximize philanthropic support for the Ecological and Environmental Science areas, interdisciplinary initiatives, and the university overall to raise gifts to meet identified fundraising priorities. This Sr. Director is a resource for the Natural Reserve System, NCEAS, the Cheadle Center for Biodiversity and Ecological Restoration, the Marine Science Institute, and UCSB Sustainability, and may have responsibility for particular unit areas, initiatives, and projects.

Required Qualifications

- Bachelor's Degree in related area and / or equivalent experience / training
- 4-6 years of experience fundraising in higher education.
- 7-9 years of demonstrated experience of managing a portfolio of high-net-worth individuals, soliciting and securing major gifts.

Special Conditions of Employment

- This is an annually renewable contract position with no limit on total duration.
- Flexibility and willingness to travel frequently.
- Ability to work comfortably with a flexible work schedule, including travel for major donor cultivation and some evening and weekend work.
- Required to hold a valid driver's license, have a driving record that is in accordance with local policies and procedures, and/or enroll in the California Employer Pull Notice Program.
- Satisfactory criminal history [background check](#)

Budgeted Salary Range: \$115,000 to \$140,000 / yr.

Full Salary Range: \$108,100 to \$204,900 / yr.

The University of California is an Equal Opportunity/Affirmative Action Employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law. Apply online at <https://jobs.ucsb.edu>, Job # 80758.

[Sr. Director of Development, Ecological & Environmental Sciences](#)