

Becker College is hiring for a Director of Advancement Services. Please see info below and please include in the next email to members. Thank you!

Director of Advancement Services

Becker College

The Director of Advancement Services is responsible for all aspects of the Raiser's Edge database, donor/prospect research and management, the identification and qualification of new major gift prospects, and oversight of the moves management system in support of the major gift team. The primary objective of the Director of Advancement Services is to provide and maintain a ready pool of qualified major gift prospects for the leadership/major gift team in support of the team's philanthropic mission.

Responsibilities include creating and implementing procedures, setting priorities, maintaining the research budget, and overseeing proactive research and prospect management; enhance the understanding of research by the Development staff through effective communication and training with a strong emphasis on the support nature of research and how the prospect research team supports the major gift team; and, representing the research team at meetings and communicate research techniques and procedures. The director also analyzes, evaluates and disseminates information that is critical to securing major gifts and supervises the Donor Relations Coordinator/Development Assistant.

Qualifications include demonstrated experience in both conducting and supervising complex analytical prospect research in a major institutional setting; proven management and leadership skills in supervising, mentoring and training professional prospect research staff; strong problem solving skills; thorough knowledge of development and fundraising functions, including advanced knowledge of prospect research and prospect management, the cultivation cycle, renewal processing, and special mailings; in-depth knowledge and proficiency of WealthEngine, Lexis/Nexis and other fee-based prospect research tools, wealth screening, planning and implementation, as well as MS Office, Blackbaud Raiser's Edge and internet search skills; ability to work well under deadlines and to juggle multiple projects simultaneously; and, attention to detail, confidentiality and ethical gathering of information is key. exceptional oral and written communication and editing skills; a high degree of organization and initiative, ability to handle changing deadlines and shifting priorities with good judgment and humor; and, a strong team player with ability to communicate with all levels of the organization desired. A Bachelor's degree and fundraising prospect research and seven-ten years' experience in fund raising prospect research and management preferred. A high degree of organization and initiative, the ability to manage change with good judgement and humor; and, ability to communicate with all levels of the organization.

For more information and to submit an application visit:

<https://www.becker.edu/job/becker-college-18-director-of-advancement-services/>