

## **Development Directors (Multiple Opportunities)**

San Diego State University Relations and Development is currently looking for successful development professionals with a high degree of commitment to higher education and philanthropy to join our team. Ideal candidates will have experience in fundraising, gift solicitation, annual giving, planned giving and/or major gifts. We are seeking individuals with the ability to work well amid an environment of change, strong communication and interpersonal skills, and a commitment to diversity, equity and inclusion. Interested applicants should visit [SDSU Careers](#) to view all available openings. Salary range: \$75,000 - \$110,000 annually depending upon position.

### **About Us**

University Relations and Development at San Diego State University is committed to upholding, as a foundational belief, a supportive working environment of inclusion that values, honors, and respects, all members of our team and the University community. We strive to engage in and promote the fair and equitable recruitment and training of URAD staff members, develop meaningful relationships with all groups in our diverse campus community, and share philanthropic stories that highlight the impact of and opportunity for diverse giving by our SDSU community. University Relations and Development firmly believes that an inclusive environment facilitates critical and creative thinking, and that differences in identities, values, beliefs, and perspectives are fundamental to our mission of generating philanthropic support for the university and its student body.

University Relations and Development (URAD) shares the university's vision and mission underscored in the 2020 five-year strategic plan. The plan identifies five strategic priorities including: Becoming a Premier Public Research University; A New Kind of Hispanic Serving Institution (HSI); Resilience. Designed to Thrive; We Are SDSU; Equity and Inclusion in Everything We Do; and Students at Our Core.

Units of URAD work together to create enduring relationships with alumni, parents, donors, students and the community, to generate private support for SDSU students, faculty and a diverse number of programs. URAD handles a range of services encompassing stewardship, events, gift administration, communications and more.

For the second consecutive year, URAD exceeded its fundraising goal, with \$127.3M in 2019-2020, an increase of nearly 10% from the previous year. Other superlatives in 2019-2020 include: 24,779 total gifts, 3,254 scholarships awarded and 5,321 first-time donors. The latest fundraising success can be credited to the university's goal of building a world-class university campus, research center, and multi-use stadium in Mission Valley to serve higher education, the public good, and the community's goals and aspirations.

### **About SDSU**

Each dollar raised makes an immediate difference in the lives of SDSU's 38,870 students and in support of 197 degree programs.

Boasts a diverse campus community with a commitment to diversity, equity and inclusion - Ranked top 30 nationwide for ethnic diversity - U.S. News & World Report.

Aztec for Life! Work at a campus with a strong sense of community and an active 430,000+ alumni base.

Offers a rich benefits package - extensive leave benefits, retirement security through a CalPERS defined benefit pension and retiree healthcare benefits, an array of no-cost/low-cost health, dental, and vision coverage, and the CSU system fee reduction program.