

UC San Diego
DIRECTOR OF DEVELOPMENT, OFFICE OF GIFT PLANNING
Salary Range: \$100-\$131k

Serves as an expert or lead development professional in a specialized area such as major / principal gifts, gift planning or corporate / foundation relations, or a specific academic discipline such as Health Sciences which has an environment that includes, or potentially includes, donors capable of making very significant contributions to the campus and / or medical center. Maintains a portfolio of donor prospects that include the most influential, complex or highest rated donors. May maintain and manage portfolio(s) of senior campus leadership including the Chancellor and VCs. May have authority to make commitments and precedent-setting decisions regarding program design, development, and procedures. May oversee the work of professional and support staff. Position is expected to raise gift dollar amounts as established at each fundraiser specialization.

QUALIFICATIONS

- Expert working knowledge of all aspects of fundraising, donor relations, and public relations concepts, principles, procedures, and techniques.
- Expert knowledge of all aspects of the location, including current issues of concern for both the campus and / or throughout higher education / healthcare, generally.
- Expert knowledge of the location, including its vision, mission, goals, objectives, achievements and infrastructure.
- Expert knowledge of applicable laws, rules, regulations, policies, etc.
- Expert written and interpersonal communication skills, including political acumen, to establish and maintain good working relationships throughout the organization and with outside constituencies.
- Expert project / program management skills, including skills in setting and meeting program / project goals and objectives within budget and time constraints.
- Extensive experience in institutional fundraising with a specialization in gift planning.
- Demonstrated success at raising philanthropic support by developing and implementing cultivation and solicitation plans for planned gifts over \$100,000.
- Thorough understanding and of the technical aspects of all types of planned gifts, including bequests, life-income gifts, and gifts of insurance and retirement assets. Thorough understanding of technical aspects of non-cash gifts, including gifts of marketable securities, real property and tangible personal property.
- Proven experience in a planned giving, tax or financial planning practice.
- Demonstrated high proficiency with standard planned giving software (i.e., Crescendo, PG Calc).
- Effective interpersonal skills to establish and maintain good working relationships with colleagues, faculty, staff, donors, prospects, volunteers, and university leadership.
- Demonstrated written and oral communication skills that demonstrate correct grammar, syntax and format.
- Experience providing meaningful planned giving proposals in collaboration with development colleagues.
- Thorough understanding of donor/prospect research and the ability to extract utilize pertinent information in a timely fashion.
- Experience with developing budgets and using financial information to project budgetary needs.
- Advanced college degree and/or professional certification in law, business, financial or tax planning (J.D., M.B.A., C.F.P., or C.P.A.).

SPECIAL CONDITIONS

Job offer is contingent on clear Background Check. Occasional evenings and weekends may be required.

Job offer is contingent on successful engagement in the UC COVID-19 Vaccination program (fully vaccinated with documented proof or approved exception/deferral).

Apply Online:

<http://50.73.55.13/counter.php?id=218387>

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, age,

protected veteran status, gender identity or sexual orientation. For the complete University of California nondiscrimination and affirmative action policy see: <http://www-hr.ucsd.edu/saa/nondiscr.html>