

**UC San Diego**  
**DIRECTOR OF DEVELOPMENT PSYCHIATRY & MENTAL HEALTH**  
**Filing Deadline: Mon 11/1/2021**  
**Salary Range: \$100K-\$130K**

Under the direction of Health Sciences Leadership, the Director of Development, Health Sciences Advancement (DOD-HSA) will be responsible for securing major gifts (\$100,000 and above) for the Department of Psychiatry, mental and behavioral health, and other related priorities as identified by Health Sciences leadership. The DOD-HSA will be responsible for managing a prospect/donor portfolio in various stages of identification, qualification, cultivation, solicitation and stewardship. Special emphasis will be placed on creating and implementing strategies for successful solicitations and building strategic relationships with academic and medical center faculty and staff. Due to the sensitive nature of the fundraising priorities, the DOD-HSA will be skilled in communicating confidential information and engage grateful patients within compliance. The DOD-HSA will collaborate closely with colleagues in both Health Sciences Advancement and University Development and will serve on additional committees and task forces as requested by Health Sciences Leadership.

Health Sciences Advancement works in a centralized, collaborative team environment with consistent coaching and feedback. The ideal candidate will be a consummate professional and will thrive in a fast-paced campaign, results-driven fundraising environment. The candidate will have strong work ethic and a successful track record of building and growing fundraising programs and a demonstrated ability to work collaboratively with colleagues, faculty and community partners.

UC San Diego Health Sciences stands at the forefront of this new age of medicine and health care. As the only academic health system in the San Diego region, we are uniquely positioned to lead this journey. In partnership with members of our community, our development team is poised to play a pivotal role in transforming health care locally and globally. UC San Diego Health Sciences has imagined the future of medicine - and Health Sciences Advancement is critical to helping realize this vision.

Equity, Diversity, and Inclusion are core values at UC San Diego and Advancement is committed to a continuous process of learning and updating practices to support systemic evolution toward equity, diversity, and inclusion for our team and constituents. We foster the UC San Diego Principles of Community by encouraging and developing a collaborative and positive environment among colleagues. UC San Diego provides resources and services so employees can develop a deeper connection to our diverse campus community. Explore more at UC San Diego Staff Associations network and Campus Community Centers.

- Must be willing and able to travel.
- Must have access to reliable transportation.
- Occasional evenings and weekends may be required.

**QUALIFICATIONS**

- Expert working knowledge of all aspects of fundraising, donor relations, and public relations concepts, principles, procedures, and techniques.
- Demonstrated success at raising funds by developing and implementing cultivation and solicitation plans for gifts of \$100,000+ from individuals, corporations, and foundations, both local and national.
- Proven success as development officer in a highly sophisticated donor-centered fundraising environment as a direct-line fundraiser.
- Proven experience in the full spectrum of development including gift policies, solicitations, stewardship, donor recognition, and administration.
- Expert written and interpersonal communication skills, including political acumen, to establish and maintain good working relationships throughout the organization and with outside constituencies. Expert skills in making persuasive and compelling presentations of goals and objectives for a location in order to secure gifts.

- Expert organizational, analytical and critical thinking skills. Expert project / program management skills, including skills in setting and meeting program / project goals and objectives within budget and time constraints.
- Demonstrated strong organizational, managerial/mentoring and leadership skills with ability to lead by example and encourage collaborative efforts.
- Proven record of writing proposals for significant projects, gifts (\$100,000+) directed to individuals, foundations, corporation, both local and national.
- Demonstrated knowledge in the technique of donor prospect research with the ability to extract the pertinent/critical information from various sources.
- Strong sense of ethical conduct that will inspire confidence with colleagues and donor prospects, while maintaining confidentiality in all matters relating to sensitive donor relations issues.
- Demonstrated understanding of the philosophy of quality service and group process, with proven aptitude for working as part of a team. Demonstrated commitment to equal opportunity and diversity in the workplace.
- Experience in developing budgets and using financial information for comprehensive budgetary reports. Experience projecting budgetary needs.
- Demonstrated knowledge of a PC environment, including strong skills in using the computer as a tool for analysis, planning, and management. Ability to function in a highly networked environment using Microsoft Office.
- Extensive experience in institutional fundraising or equivalent experience.
- Demonstrated competency and commitment to equity, diversity and inclusion.

#### **SPECIAL CONDITIONS**

- Job offer is contingent upon satisfactory clearance based on Background Check results.

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=211030>

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>