



Director of Development, College of Business and Economics

Work type: Management (MPP)

Location: Fullerton

Categories: MPP, Administrative, At-Will, Full Time

Salary Range: Hiring range depending on qualifications, not anticipated to exceed \$8,200 - \$8,626 per month

About CSUF:

Standing on 241 acres in the heart of Southern California, the University was founded in 1957 and has grown into a population of over 40,000 students. As Titans, we believe that diverse perspectives deepen our understanding. We are committed to giving students the support they need to graduate, while responding to California's revolving work force needs. At Cal State Fullerton we strive for continual improvement of students, staff, faculty, and administrators through orientations, training programs, and professional development opportunities. As part of the Titan Community, you have access to many campus facilities and services including but not limited to the Grand Central Art Center in Santa Ana, the Arboretum and Botanical Garden at Cal State Fullerton, cultural events and performances in the Claves Performing Arts Center, Cal State Fullerton Athletics sports events, Titan Recreation Center, and the Employee Wellness Program.

Job Summary:

It is an exciting time to join Cal State Fullerton as we are an in demand comprehensive University that is driven to shape the future of education and foster a vibrant community of diverse students, faculty, staff, and administrators who uphold values of inclusive excellence, free speech, and an environment free from discrimination. We are continuously seeking individuals from various career disciplines that share the University's mission and core values. We warmly welcome you to consider joining the Titan Community where minds expand and opportunities flourish.

About the Position:

College and Program Development generates financial support for Cal State Fullerton, benefiting each of the eight colleges, Student Affairs, Titan Athletics, the Arboretum and Botanical Garden at Cal State Fullerton, and the Pollak Library. We seek an exceptional individual to join our team as the Director of Development, College of Business and Economics (Administrator II). The ideal candidate in this role should have a positive attitude, an active, energetic mind, and a leadership style that is characterized by highly ethical practices and a commitment to diversity, openness, flexibility, integrity, and kindness. The Director of Development for the College of Business and Economics works under the direction of the Senior Director of Development for the College of Business and Economics to support fundraising activities that are consistent with the priorities of the Vice President for University Advancement, Associate Vice President for College and Program Development, as well as the Dean of the College. Identification, cultivation, solicitation, and stewardship of major gift prospects and donors, including corporate and foundation leaders,

supporters, alumni, parents, faculty, and emeritus. The Director of Development will focus on key components of individual and corporate giving, including membership development, strategic fundraising plans, and prospect management responsibilities. Assists the Senior Director with all aspects of the donor life cycle – qualification, cultivation, solicitation, and stewardship while also providing counsel and expertise to center directors and board members. Plays a critical role in supporting the fundraising goals and strategies for the centers of excellence. Partners with corporate and foundation relations specialists to complete corporate, foundation, and government grant proposals. Performs gift processing procedures through the Cal State Fullerton Philanthropic Foundation. Other duties as assigned.

Essential Qualifications:

Bachelor's degree from an accredited four-year college or university in a related field. A minimum of 3-5 years of experience working as a fundraising officer in higher education. Familiarity with University structures and departments within a College of Business. Ability to solicit and secure gifts of a minimum of \$25,000. Ability to understand the culture of a university. Ability to work with teams of faculty, staff, students, and volunteers. Ability to coordinate small events for cultivation. Ability to create a strategic approach to development with assessment built in to determine progress and success. Proficiency in the use of general office equipment and windows-based software as well as experience with donor databases. A background check (including a criminal records check) must be completed satisfactorily and is required for employment. CSU will make a conditional offer of employment, which may be rescinded if the background check reveals disqualifying information, and/or it is discovered that the candidate knowingly withheld or falsified information. Failure to complete the background check satisfactorily may affect the continued employment of a current CSU employee who was conditionally offered the position.

Preferred Qualifications:

Experience working as a fundraising officer in higher education. Familiarity with University structures and departments within a College of Business.

Apply Here:

<https://careers.pageuppeople.com/873/fl/en-us/job/544935/director-of-development-college-of-business-and-economics>