

Position Title : Director of Leadership Giving

Organization : Daemen University

Salary: \$65,000 - \$70,000

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DEADLINE TO APPLY: Open

Director of Leadership Giving

Daemen University is a dynamic, independent, liberal arts institution committed to excellence in student centered learning. The University places special emphasis on preparing students for excellence in professional life, civic engagement, and on instilling and understanding that learning is an exciting lifelong journey. Students are encouraged to be creative, innovative, ethically minded leaders for an ever-changing, diverse, and interconnected world.

The Mission of Daemen University is to prepare students for life and leadership in an increasingly diverse and complex world through the integration of education and professional preparation. Daemen University is going beyond instrumental needs to foster the development of individuals who are dedicated to the health and well-being of local and global communities.

Purpose of Role

The Director of Leadership Giving at Daemen University plays a key role in advancing the university's fundraising efforts by managing a portfolio of leadership gift prospects. This position is responsible for identifying, cultivating, soliciting, and stewarding donors; supporting campaign initiatives; expanding scholarship support; and securing corporate sponsorships for events such as the Daemen Gala. The Director also plans and leads stewardship initiatives, including the annual Scholarship Brunch, and collaborates with the Senior Associate Vice President for Institutional Advancement and other leaders to strengthen the donor pipeline. The role requires strong relationship-building skills, strategic thinking, and the ability to represent the university with professionalism and enthusiasm.

About This Opportunity

As a member of the Institutional Advancement team, the Director of Leadership Giving will be responsible for the following:

Identify, cultivate, secure and steward gifts of \$15,000 to \$25,000 and above.
Determine donor capacity to make leadership-level gifts by conducting discovery visits and cultivating new prospects.
Prepare and execute personalized stewardship plans for major donors, including multiple touchpoints throughout the year to ensure long-term retention.
Identify corporations and businesses to establish collaborative partnerships that align institutional needs with funding interests - specifically, securing corporate sponsorships for the Daemen University Gala.
Cultivate new funding sources to enhance scholarship opportunities.
Manage the annual Scholarship Brunch event, including outreach, cultivation and stewardship efforts for donors and scholarship recipients.
Drive campaign efforts and strategies that advance the mission of Daemen University and promote a comprehensive understanding of our philanthropic priorities among internal and external stakeholders.
Participate in alumni, donors, and other advancement and campus events and programs as needed.
Work in coordination with our advancement services team to record activity of prospects into the CRM database in a timely manner.
Perform other duties as assigned.

Required Qualifications

Required Knowledge, Skills and Abilities:

Proven record of closing gifts of \$25,000 and above. Broad knowledge of the principles of fundraising, including major gifts.
Ability to serve as a strong, outward facing representative of Daemen University, translating the mission, vision, and values of the institution to every various internal and external constituency.
Strong communication, interpersonal, and writing skills.
Availability for some required evening or weekend hours and occasional travel.
Bachelor's degree from an accredited college, master's degree preferred.
Minimum of five (5) years of institutional advancement experience.

Knowledge of Microsoft programs including Word and Excel.

Familiarity or experience in working with a CRM or donor/alumni software platform.

Demonstrated ability to work independently and successfully manage diverse, concurrent priorities.

Terms of Employment:

This position is a full-time exempt position that may require extended or evening or weekend hours and travel to meet the obligations of the position.

Total Compensation

Daemen University offers a robust total compensation package that includes:

Health insurance with an option of two plans: an HSA plan with the deductible funded by employer HSA contributions, or a copay plan.

Dental insurance through the Guardian network.

Vision insurance through the Guardian network, and an option between the VSP or Davis plans.

An 8% employer contribution to the retirement savings account when employees contribute just 5%.

Fully paid long term disability insurance, guaranteed-issue life insurance for new hires up to a volume of \$150,000.

Tuition waiver for full-time employees and their qualified dependents. Entrance in Tuition Exchange scholarship opportunities to pursue education at other institutions.

Generous time off for administrative and staff employees.

Daemen University strongly encourages all campus community members to get vaccinated for COVID-19, including a booster vaccine.