



## **Senior Development Director, Robinson College of Business**

### **Description**

This position will work collaboratively with the Assistant Vice President for Development to implement and manage a fundraising and donor relations program for the Robinson College of Business. This individual has primary responsibility for identification, qualification, cultivation, solicitation and stewardship of donor prospects of \$50,000 and above. Travel/evening/weekend work is required.

### Essential Duties/Responsibilities:

- Identifies major, leadership, and principal gift prospects, qualifies their giving potential, assesses the appropriate interest match within the college, and develops and implements strategies to optimize gift closures.
- Manages a portfolio of at least 125 principal/major gift prospects.
- Works to develop cultivation, solicitation, and stewardship strategies for top prospects, and staffs the dean, when needed, to move those relationships/gift conversations forward.
- Formulates strategies with the AVP for Development, and other key college and university personnel to establish college funding priorities and to develop the College's campaign.
- Works with AVP for Development and Dean to execute strategies to ensure the Robinson College successfully achieves or surpasses its \$70M campaign goal by March 2019, and assists with coordination and management of the College's Campaign Committee.
- Assists in staffing the College's Board of Advisors, including but not limited to the Board's Standing Committees.
- Provide leadership and mentoring for development directors
- Performs other duties as required

### Knowledge/Skills/Abilities:

- Knowledge of software applications, such as Blackbaud Raiser's Edge and Queries, Blackbaud NetCommunity, SCT Banner.
- Excellent communication, interpersonal and presentation skills.
- Ability to effectively communicate with a wide range of individuals and constituencies in a diverse community, including C-Suite Executives, University Administrators, Faculty and others.
- Ability to secure gifts from individuals, corporations, foundations and other private funding sources.
- Ability to recruit, train and work effectively with volunteers.
- Demonstrated success at raising funds by developing and implementing cultivation and solicitation plans.
- Experience building public and/or private partnerships.
- Proven experience in the full spectrum of development including gift policies, solicitations, stewardship, and donor recognition.
- Strong negotiation and closing skills.

**Qualifications**

Bachelor's degree and two years of superior performance in face-to-face solicitation of gifts of \$50,000 or more, or equivalent experience in a related field; or a combination of education and related experience.

**Preferred Hiring Qualifications:**

Bachelor's degree and five years of superior performance in face to face solicitation of gifts of \$50,000 or more or equivalent experience in a related field; or a combination of education and experience. Preference given to candidates with experience in a higher education setting.

**College/Business Unit:** Development

**Department:** Development, Constituent Programs

**Location:** Atlanta Campus

**Shift:** 8:30 AM - 5:15 PM | Monday - Friday

**Salary :** Commensurate with experience

**Pay Grade:** 4-1

**FLSA Status:** Exempt

**Job Type:** Full Time (Benefits Eligible)

**Job Posting:** 10/22/18, 5:49:22 PM

**Closing Date:** 11/10/18, 12:59:00 AM

**Special Instructions:**

*To be fully considered for this position all candidates at the time of submission must provide the following documents:*

- *A complete and accurate GSU application*
- *Resume*
- *Cover Letter*

**Disclaimer:** This job requisition provides a high-level job definition. It is not intended to provide a comprehensive or exclusive list of job duties. As such, job duties and/or responsibilities within the context of this job requisition may change at the discretion the employee's direct supervisor.

Please note, Georgia State University's career board updates daily and requisitions are subject to be removed without prior notice or before the posting expires.

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*Georgia State University is an enterprising public research university in Atlanta and is a national leader in graduating students from diverse backgrounds. The university provides its world-class faculty and more than 50,000 students with unsurpassed connections to the opportunities available in one of the 21<sup>ST</sup>-century's great global cities.*

*Georgia State offers a challenging academic environment that emphasizes research and practical experience across the curriculum and has more than 50 nationally and internationally ranked programs.*

*While Atlanta is integral to Georgia State's educational experience, Atlanta's quality of life helps Georgia State attract top-notch faculty, staff, and administrators by contributing to the economies of Atlanta and the South. With more than 190,000 alumni worldwide, Georgia State's commitment to student success and is a vital part of the vibrant arts and entertainment community of downtown Atlanta is where the city life meets campus life.*