

Title: Senior Director of Development, Division of Student Affairs

Campus: University of North Texas

Job Location: Denton

Salary: \$102,000

Retirement Eligibility: ORP Eligible

Apply online: <http://careers.untssystem.edu/cw/en-us/job/512476?lApplicationSubSourceID=>

About Us - Values Overview

We are one team comprised of individuals who are committed to excellence, curiosity and innovation. We are transforming lives and creating economic opportunity through education. We champion a people-first values-based culture where We Care about each other and those we serve. We believe that we are Better Together because we foster an environment of respect, belonging, and access for all. We demonstrate Courageous Integrity through setting exceptional standards and acting in the best interest of our communities. We are encouraged to Be Curious about opportunities for learning, creating, discovering, and innovating, and are encouraged to learn from failure. Show Your Fire by joining our team and exhibiting your passion and pride in your work as part of our UNT System team.

Learn more about the UNT System and how we live our values at www.UNTSystem.edu.

Department Summary

The Division of University Advancement strives to transform lives and unlock potential through the power of philanthropy and engagement by awakening and stewarding pride and loyalty for the University of North Texas.

Established in 1890, the University of North Texas is a place where students transform their lives through education and opportunity. With more than 46,000 students from across the state, nation, and world, UNT offers 240 academic programs — many nationally and internationally recognized. A Tier One research university and designated a Hispanic- and Minority-Serving Institution, UNT has a legacy of excellence in education, music, the arts, business and social sciences, with growing strengths in science and engineering. Last year, students earned nearly 13,000 degrees and joined UNT's network of 480,000 alumni, fueling progress and innovation.

Position Overview

The Senior Director of Development will work in consultation and in close coordination with the Associate Vice President, Development and Vice President, Division of Student Affairs to

design and implement a comprehensive development program to identify, cultivate, solicit, and steward prospects and donors for major gifts in support of Division priorities. The Sr. Director works in a collaborative and supportive manner with colleagues and donors to maximize giving to the university and coordinates with UNTs annual giving, corporate and foundation relations, and planned giving units. The Sr. Director works closely with UNTs advancement services, donor relations, and communications teams to implement effective recognition and messaging. The Sr. Director proactively supports the mission of the Division of University Advancement and is an ambassador for UNT and Divisions of University Advancement and Student Affairs.

Representative Tasks:

- * Builds and designs a comprehensive fundraising program.
- * Leads the strategic planning and implementation of a comprehensive development plan for the Division of Student Affairs.
- * Manages and implements strategies and activities for identifying and qualifying, soliciting, cultivating and stewarding major gift prospects and donors.
- * Translates goals into specific objectives, utilizing the most effective fundraising techniques to achieve each goal.
- * Manages a pool of major gift donors and prospective donors and helps maintain the prospect relationship with the University.
- * Works effectively with stakeholders for proposal development by providing leads, research assistance, and proposal writing and submission assistance.

Minimum Qualifications

Bachelor's degree and seven years of professional experience in fundraising, donor relations, public relations, or sales; or any equivalent combination of education, training, and experience.

Job Duties

- Build and manage a comprehensive fundraising program for the Division of Student Affairs with primary focus on managing a prospect portfolio of a minimum of 100 active prospects.
 - Develop key strategies for highest level relationships, those that have the potential to give at a major gift or next level, included in this are all modes of relationship development including communication.
 - Solicit and successfully close major gifts.
-

- Establish and cultivate cross campus partnerships with Advancement and Student Affairs leadership, faculty, and staff to build cases of support for the Division with the goal of inspiring donor investment.
- Collaborate with colleagues across the university to fulfill donor goals and objectives and to implement appropriate stewardship and recognition.
- Actively participate in Division and University events.
- Participate in and support any special project fundraising for university priorities as assigned by executive leadership.

Work Schedule

Monday - Friday, 8am - 5pm; some evenings and weekends required; hybrid remote opportunity available.

Special Instructions

Applicants must submit a minimum of two professional references as part of their application. If needed, additional references can be added after the application has been submitted.

EEO Statement

The University of North Texas System is firmly committed to equal opportunity and does not permit -- and takes actions to prevent -- discrimination, harassment (including sexual violence, domestic violence, dating violence and stalking) and retaliation on the basis of race, color, religion, national origin, sex, sexual orientation, gender identity, age, disability, genetic information, or veteran status in its application, employment practices and facilities; nor permits race, color, national origin, religion, age, disability, veteran status, or sex discrimination and harassment in its admissions processes, and educational programs and activities, facilities and employment practices. The University of North Texas System promptly investigates complaints of discrimination, harassment and related retaliation and takes remedial action when appropriate. The University of North Texas System also takes actions to prevent retaliation against individuals who oppose any form of harassment or discriminatory practice, file a charge or report, or testify, assist or participate in an investigative proceeding or hearing.
