



Working Title: Director of Major Gifts, South Central and Plains States

Market Title: Major Gift Officer Senior (102422)

Salary Range: \$100,000.00 - \$105,000.00

National Major Gifts Team

Office of University Development

Reports to: Senior Director of Major Gifts, Midwestern States

***Supervises:** Functional Supervision of Shared Project and Administrative Coordinator

Position Summary: The Director of Major Gifts, South Central and Plains States directs the major gift program and represents the breadth of the University of Michigan in that region. This individual will develop and execute short- and long-term strategies to secure major and planned gifts (\$100,000 or more) in concert with senior academic leaders and development colleagues within a decentralized development environment. Primary responsibilities will be carried out through regular visits to U-M constituents throughout the assigned region. The director will focus on “fieldwork” with established donors and on discovering new prospective donors. Regular travel and participation in evening and weekend activities are required.

Characteristic Duties & Responsibilities:

Direct Fundraising (70%)

- Identify, qualify, cultivate, solicit, and steward major and planned gift prospects through thoughtful, deliberate strategies, producing a stream of donors who can make gifts of \$100,000 or more throughout the region.
- Develop and manage a portfolio of ~60-80 major gift prospects with emphasis to those prospects who require a university-wide lens (multiple degrees, demonstrated interest in multiple schools or programs).
- Provide leadership for the region's major and planned gift activities by focusing on prospects under personal management and supporting solicitations directed by other staff. Ensure that major gift prospects are cultivated and solicited appropriately and deliberately.
- Keep a consistent pace of discovery work throughout the region.
- Maintain a pace of 120+ visits, 15+ asks, and 10+ closed gifts per year.

Strategic Leadership and SCCU Collaboration (20%)

- Work closely with the Senior Director of Major Gifts, Midwestern States to plan and lead a regional fundraising strategy that supports prospect/donor identification, engagement, solicitation, and stewardship.
- Plan and execute events that directly support regional goals.
- Develop collaborative, productive relationships with SCCU colleagues.

- Advise senior campus leadership (deans, directors, executive officers, etc.) on donor strategy and trip planning.
- Attend quarterly retreats with the National Major Gifts Team and retreats with the Major Gifts Programs in the Office of University Development.

Volunteer Management (10%)

- Recruit and sustain a strong volunteer network and committee structure in the region to multiply efforts in prospect identification, cultivation, and solicitation.
- Provide expanded opportunities for key prospects to engage with Michigan's academic leaders and one another.
- Serve as lead for the Dallas and Houston Campaign Councils during campaign periods.

Required Qualifications:

- Bachelor's degree or equivalent education and experience.
- Five or more years of development experience in major gifts or other related fields like marketing, banking, or sales experience.
- Sound knowledge of laws, practices, and philosophy of charitable giving.
- Experience with financial development and/or sales productivity in a complex work environment.
- Excellent oral and written communication skills.
- Experience working with and/or managing volunteers in some (preferably professional) capacity.
- Experience collaborating with a wide range of individuals under pressure and deadlines.

Apply here: https://careers.umich.edu/job_detail/281741/director-major-gifts-south-central-plains-states