

DIRECTOR OF DEVELOPMENT - SCHOOL OF VETERINARY MEDICINE

The LSU Foundation, in conjunction with the LSU School of Veterinary Medicine, is seeking a mission-driven, experienced professional to serve as its Director of Development. Reporting to the Senior Director of Development, this position is responsible for the identification, cultivation, solicitation, and stewardship of grateful client donors and prospects with the capacity to make a financial commitment in the form of a major gift or bequest.

Company: LSU Foundation

Industry: Higher Education
Philanthropy

Level: Director

Location: Baton Rouge, LA

Overview

The LSU Foundation, in conjunction with the LSU School of Veterinary Medicine, is seeking a mission-driven, experienced professional to serve as its Director of Development. Reporting to the Senior Director of Development, this position is responsible for the identification, cultivation, solicitation, and stewardship of grateful client donors and prospects with the capacity to make a financial commitment in the form of a major gift or bequest.

Responsibilities

Essential Duties & Responsibilities

- Qualify prospective grateful client donors for portfolio
- Create individual goals for each grateful client donor in the portfolio
- Establish an engagement plan for each grateful client donor on the caseload that is focused on fulfilling the donor's interests and passions, subsequently executing that plan and modifying it as circumstances change
- Work with college faculty and staff to secure project information for creating compelling giving opportunities (front-end) and reporting to donors on how their giving made a difference (back-end)
- Utilize the donor database effectively to document progress with donors
- Follow the policies and procedures to coordinate appropriately with all fundraising agencies on campus

- Interact and collaborate with colleagues and fellow team members on a regular basis
- Attend events or meetings as needed and performs other duties as assigned

Requirements

- A bachelor's degree from a fully accredited four-year university.
- A minimum of three years of major gift fundraising experience.

Preferred Knowledge & Skill Qualifications

- A proven track record of soliciting and securing major gifts in a university environment
- Familiarity with electronic university advancement databases
- Exceptional written and oral communicative skills
- The ability to self-motivate and work independently
- Sensitivity to the need of diverse constituencies
- A team player with a goal-oriented approach to work
- Strong organizational and time management skills
- The ability to represent the organization in a professional, positive, manner

Desired Competencies

- Collaboration: Works collegially with others within the organization, cooperating in both interpersonal and team relationships; fosters enthusiasm and maintains mutual trust, candor and respect.
- Relationship Building: Develops, maintains, and strengthens relationships with others outside of the organization.
- Timely Decision Making/Judgment: Demonstrates the ability to make judicious and effective decisions.
- Adaptability: Responds to changing circumstances by being innovative and altering behavior to better fit different situations; successfully works with new colleagues; willing to be flexible; remains calm in stressful situations.
- Tenacity: Achieves a desired outcome in the face of setbacks, obstacles or challenging circumstances.
- Critical Thinking: Practices objective rather than subjective modes of reasoning and action. Maintains perspective when assessing qualitative and quantitative information. Appropriately challenges and questions common beliefs.
- Effective Communication: Shares and receives information using clear oral, written and interpersonal communication skills.
- Emotional Intelligence: Identifies and manages the emotions of self and the emotions of others.
- Attention to Detail/Accuracy: Focuses on paying attention to all details and aspects of a job or process to avoid substandard outputs.
- Professionalism: Thinks carefully about the likely effects on others of one's words,

actions, appearance, and mode of behavior.

Supervisory Responsibilities

- None

Work Environment Requirements

- May be required to occasionally work extended workdays, evenings or weekends.
- The successful candidate can anticipate approximately 50% of their time to be spent traveling.

Legal Disclaimer: The LSU Foundation is an equal opportunity/equal access employer.