### Director of Development - Senior Fundraiser

#### Posting Details

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<th>Posting Detail Information</th>
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<td><strong>Working Title</strong></td>
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<td><strong>Position Type</strong></td>
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<td><strong>Work Hours/Week</strong></td>
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<td><strong>Desired Start Date</strong></td>
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<td><strong>Open Posting Date</strong></td>
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<td><strong>Open Until Filled</strong></td>
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<td>To ensure full consideration, applications must be received by 11:59pm (MT) on</td>
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#### Description of Work Unit

CVMBS Faculty and Staff are nationally and world-renowned in veterinary teaching and scientific research. They also have a strong reputation of being committed and invested in student success, approaching education, research, and service with the mindfulness and impact that is essential to a robust student experience.

#### Position Summary

In this position, we seek a positive and energetic individual who has a proven track record in major gift fundraising. Candidates must be strategic, collaborative, communicative, and be able to identify with the College’s and the University’s visions, missions, and goals. Eligible candidates will understand how they can make a difference in supporting the future direction of both CSU and the CVMBS, while also meeting targeted timelines. The ideal candidate will be a consummate professional and will thrive in a fast-paced campaign, metrics/results-driven fundraising environment. The candidate will have a strong work ethic and demonstrated ability to work collaboratively with colleagues, faculty, staff, and students. It will also be important for this individual to have robust experience in successfully leading and managing direct reports.
Required Job Qualifications
Bachelor’s degree from an accredited institution.
Minimum of seven (7) years fundraising or related experience, including demonstrated success with securing major gifts ($25K+).

Preferred Job Qualifications
Demonstrated success in major gift fundraising in a higher education, medical, scientific, or non-profit organization. (Direct experience in a higher education medical teaching program is a plus.)
An understanding of all facets of fundraising including the annual fund, corporate relations, foundation relations, planned giving, stewardship, and major gift fundraising.
Experience with managing/leading fundraising staff.
Excellent oral, written, communication and interpersonal skills.
Ability to work effectively with academic and administrative leaders as well as prospects and benefactors to achieve short- and long-term fundraising goals.
Demonstrated familiarity with strategic planning and goal setting for long-range/short-range initiatives that grow the College’s fundraising programs.
Ability to respond and adapt to changing situations appropriately, while maintaining openness to new ideas.
Demonstrated knowledge of and relevant ability with, culturally diverse communities among potential target and constituent populations.
Ability to work independently and within a team environment.
Ability to work non-standard hours and travel nationally and internationally.
Ability to manage projects from start to finish while including the staff and units necessary to complete associated tasks.

Diversity Statement
Ability to advance the department’s commitment to diversity and inclusion through research, teaching and outreach with relevant programs, goals and activities.

Quick Link For Posting
http://jobs.colostate.edu/postings/14646

Essential Job Duties
Job Duty Category
Major Gifts
Duty/Responsibility
Cultivate, solicit and steward major gift prospects of $50,000 and above.
Achieve and model best practices for meeting and exceeding performance metrics (i.e. contact, visit, proposal, and financial fundraising goals).
Work closely with college faculty and staff to articulate the mission and vision of the College in order to obtain and maintain private support.
Manage prospect strategies within the college, its departments, and, in cases, throughout the University.
Identify prospective donor strategies, and then facilitate and monitor the execution of said strategies.
Oversee and secure gifts to the College working in collaboration with the central advancement offices of Gift Planning, Corporate Relations, Foundation Relations, and Principal Gifts.

Co-strategize with CVMBS Alumni Relations on plans and actions that build alumni engagement.

Percentage Of Time  80
Job Duty Category  Advancement Management
Duty/Responsibility  Manage, motivate, and mentor the College advancement staff as assigned to the position.

Collaborate with the College and Advancement communications staff to unify messages, publications, and communications in order to increase engagement and private support.

Provide performance evaluations for individuals under supervision and performance feedback for other collaborating teammates.

Undertake special assignments on behalf of the Executive Director of Advancement as requested.

Percentage Of Time  10
Job Duty Category  Relations
Duty/Responsibility  Increase the involvement of faculty (both current and retired) in the development process in order to increase the number of people making philanthropic efforts on CSU's behalf.

Work with CVMBS development staff to develop strategies to engage emeritus faculty in a comprehensive and consistent manner related to fundraising and donor discovery, engagement, and stewardship.

Develop departmental campaign committees with faculty, retirees, and external supporters in designated portfolio areas.

Communicate key messages and information regularly to internal and external audiences.

Percentage Of Time  10
Application Details
Special Instructions to Applicants  Prospective candidates should submit the following: (1) a letter of interest responding to each of the qualifications; (2) resume; (3) a one-page statement explaining your fundraising philosophy and (4) addresses and telephone numbers of three individuals, one of whom was an immediate supervisor, who has firsthand knowledge of applicant’s professional abilities. References will not be contacted without prior notification of candidates.

Conditions of Employment  Pre-employment Criminal Background Check (required for new hires)
Search Contact  Megan R. Price
EEO Statement  Colorado State University is committed to providing an environment that is free from discrimination and harassment based on race, age, creed, color, religion,
national origin or ancestry, sex, gender, disability, veteran status, genetic information, sexual orientation, gender identity or expression, or pregnancy. Colorado State University is an equal opportunity/equal access/affirmative action employer fully committed to achieving a diverse workforce and complies with all Federal and Colorado State laws, regulations, and executive orders regarding non-discrimination and affirmative action. The Office of Equal Opportunity is located in 101 Student Services.

**Background Check Policy Statement** Colorado State University (CSU) strives to provide a safe study, work, and living environment for its faculty, staff, volunteers and students. To support this environment and comply with applicable laws and regulations, CSU conducts background checks. The type of background check conducted varies by position and can include, but is not limited to, criminal (felony and misdemeanor) history, sex offender registry, motor vehicle history, financial history, and/or education verification. Background checks will be conducted when required by law or contract and when, in the discretion of the university, it is reasonable and prudent to do so.

**Supplemental Questions**

Required fields are indicated with an asterisk (*).

**Applicant Documents**

**Required Documents**

1. Cover Letter
2. Resume
3. Special Required Documentation
4. List of Professional References

**Optional Documents**

None