Colorado State University (CSU) embraces an unwavering commitment to excellence, its land grant heritage, and its position as a Carnegie Research University. The University has risen in stature, particularly in the last twenty (20) years, and it is on a trajectory to achieve ever-increasing national prestige. CSU’s standing among universities is increasingly recognized in numerous national rankings and for many years CSU has been the school of choice for numerous students in Colorado and beyond. It has a long-standing legacy of attracting the best and brightest nationally and internationally.

CSU’s Division of University Advancement is an essential campus partner in its ongoing pursuit of institutional excellence. The Division approaches its fundraising efforts and goals with an entrepreneurial spirit, which ensures its ability to focus on the most impactful priorities to advance the University. The Advancement Division has one of the leading development teams, having successfully partnered with the university to exceed all measures in The Campaign for Colorado State University, and in the last several years, breaking historical fundraising records.

The College of Veterinary Medicine and Biomedical Science’s (CVMBS) faculty and staff are nationally- and world-renowned in veterinary teaching (ranked #3 in the nation) and scientific research and teaching including animal cancer, oncology, infectious diseases, radiology, environmental health, equine programs, biomedical and clinical sciences, and veterinary diagnostics. The faculty and staff 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. They believe that the strength of this commitment enables our students to be prepared to tackle the world’s most formidable issues, positively influencing far-reaching outcomes, while achieving professional success. Alumni frequently comment about the unique academic environment in which they received their education and how it influenced their success as professionals.

The ideal candidate for this position will be a consummate professional and will thrive in a fast-paced campaign, metrics/results-driven fundraising environment. The candidate will have a demonstrated ability to work collaboratively with donors, prospective donors, alumni, colleagues, faculty, staff, and students. 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.

This position reports to the Executive Director of Advancement.

**Director of Development Responsibilities:**

**Major Gifts – 90%**
- 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. contacts, visits (150 minimum), proposals (24 minimum), and financial fundraising goals (in excess of $2M; precise amount to be determined by portfolio, unit goals, and campaign 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 throughout the University.
- Identify prospective donor strategies, and then facilitate and monitor the execution of these strategies.
- Be a strong member of the CVMBS Advancement Office, modeling and emulating the college’s values of collaboration, team, accountability and transparency.
- 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.
- Comply with University policies and procedures, including but not limited to those related to solicitation and acceptance of gifts, naming, and alumni and support group interactions and activities.
- Co-strategize with CVMBS Alumni Relations on plans and actions that build alumni engagement.

**Faculty Relations – 10%**

- Increase the involvement of faculty (both current and retired) in the development process in order to expand 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.
- Assist in developing departmental campaign committees with faculty, retirees, and external supporters in designated portfolio areas.
- Communicate key messages and information regularly to internal and external audiences.

**Minimum Job Qualifications:**

- Bachelor’s degree from an accredited institution.
• A minimum of seven years fundraising or related experience, including demonstrated success with securing major gifts ($50K+).

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.

SALARY
Salary will be in the range of $85,000 to $100,000.

Applications will be accepted until the position is filled, but for full consideration all materials must be received by 5pm, February 29, 2016. Prospective candidates should submit the following: (1) a letter of interest responding to each of the qualifications; (2) resume; (3) include 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. Please upload application materials (Word or PDF format only) on our application website located at: http://jobs.colostate.edu/postings/30448.

For inquiries about the position, contact the Search Chair, Megan Price at (970) 491-2969 or megan.price@colostate.edu. For additional information about Colorado State University, consult the University’s website at www.colostate.edu.
Colorado State University does not discriminate on the basis of race, age; color, religion, national -origin or ancestry, sex, gender, disability, veteran status, genetic information, sexual orientation, or gender identity or expression. 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 Fort Collins, CO.

Colorado State University is committed to providing a safe and productive learning and living community. To achieve that goal, we conduct background investigations for all final candidates being considered for employment. Background checks may include, but are not limited to, criminal history, national sex offender search and motor vehicle history.