

Description:

The Director, Major Gifts leads a team of senior development officers in the development of prospective and current major gift donors (at the \$25,000-\$4 million+ level) that contribute to the growth of fundraising performance across the University. The Director will oversee the strategy for the identification and expansion of this prospective donor base, as well as strategies for cultivation, solicitation, and stewardship, with the objective of maximizing this form of support and increasing donor interest and satisfaction over time. The Director helps build divisional fundraising capacity through the establishment of sustainable, growth-oriented major gift programs.

**Qualifications:****(MINIMUM)****Education:**

University degree or an acceptable equivalent combination of education and experience.

Experience Required:

The Director should possess a successful track record in a senior-level major gifts or campaign position in a comprehensive development office in a university. The preferred candidate will have at least seven years of successful experience securing substantial individual gifts. S/he will have a working knowledge of planned giving. Experience within the context of a multi-year, comprehensive campaign is essential. Appropriate academic credentials are required.

Skills:**The Director, Major Gift will possess:**

- Vision, the ability to think and plan strategically, and a creative, entrepreneurial spirit
- Demonstrated experience and success managing, motivating, and mentoring volunteers and advancement professionals, bringing out the best in teams and individuals
- The ability to mentor, coach, motivate and inspire colleagues and volunteers
- High level of initiative, maturity, tact and diplomacy; excellent judgement and discretion
- A deep understanding of and sympathy for the mission of a research-intensive university
- The ability to serve as an articulate, credible representative of the University with diverse constituencies and particularly with the sophisticated individuals who support the institution at the major gift level
- The ability to understand the research and teaching dimensions of a proposed project, to conceptualize them in an integrated proposal, and to make a compelling case to a donor for philanthropic support
- An engaging personal style, a sincere interest in people, patience, a willingness to listen, and the capacity to engender trust and to establish lasting relationships
- A reputation for integrity, openness, decisiveness and sound judgement

- A high level of comfort interacting with academic leaders as well as donors and volunteers
- The ability to navigate and be effective within a complex matrix organization that values collaboration and teamwork as well as individual initiative and creativity
- Excellent attention to detail and superb organizational skills, including the ability to set campaign fundraising goals and timelines and to establish an internal system for meeting deadlines, tracking, follow-up, monitoring, and reporting of progress
- Ability to work in a hectic and results-oriented environment with a strong focus on results; ability to meet deadlines and budgets
- Exceptional oral and written communication, presentation and interpersonal skills
- Strong research, analytical and problem-solving skills.

Travel: Limited

Employee Group: Senior Advancement Professionals

Appointment Type: Budget - Continuing

Schedule: Full-time

Pay Scale Group and Hiring Rate: 1AP -- Broadband Salary Range: \$76,286 - \$176,046

Job Field: Advancement & Alumni

Job Posting: Jul 29, 2019

Job Closing: Aug 20, 2019, 11:59:00 PM

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