



The University of Vermont  
**FOUNDATION**

**Director of Major Gifts –  
University of Vermont Cancer Center  
UVM Academic Health Sciences**

The Director of Major Gifts will be the lead major gifts fundraiser and will have a key role in the coordination of the comprehensive fundraising activities of the University of Vermont Cancer Center (“UVMCC”) as a member of the UVM Academic Health Sciences team. This is a unique opportunity for an experienced professional to lead a program that leverages UVMCC’s national and international reputation and its decades of dedicated service to the community.

The Director will be joining the UVM Academic Health Sciences team which integrates the fundraising operations of the University of Vermont with its primary teaching hospital, the University of Vermont Medical Center. This collaborative fundraising model supports increased potential for grateful patient fundraising and the ability to leverage the resources of the UVM Cancer Center, the UVM Larner College of Medicine, the UVM College of Nursing and Health Sciences, the UVM Foundation, and the UVM Medical Center. The Director will be part of a highly collaborative, integrated, and successful fundraising team. We are seeking a team player who has collaborative instincts, and an inclination to strategically integrate efforts, as well as effectively navigate ambiguity and uncertainty in a complex environment.

The Director of Major Gifts reports to the Chief Development Officer for Academic Health Sciences. The Director’s primary role will be major gift fundraising in support of the priorities identified by the UVMCC Director and will contribute to related fundraising projects in support of UVM Academic Health Sciences. The Director will collaborate with fundraising, communications and marketing colleagues across our partner organizations to coordinate annual giving and events activities and to strategize on messaging and programs that maximize community engagement.

**ESSENTIAL FUNCTIONS & SKILLS**

| % effort |  |
|----------|--|
| 75       | Proactively identify, cultivate, solicit, and steward a portfolio of primarily individual prospects (including grateful patients and their families, alumni, including former trainees, and community members) in support of the UVM Cancer Center. The Director will also work closely with the UVM Foundation Corporate and Foundation |

|    |   |
|----|---|
|    | <p>Relations team on institutional prospects and donors. Develop and implement strategies for prospective major donors with the Chief Development Officer for Academic Health Sciences in consultation with UVM Cancer Center leadership.</p> <p>Develop and execute cultivation and solicitation strategies that lead to major gifts (\$25,000+). Build and foster an environment for successful fundraising across the UVM Cancer Center by preparing the UVMCC leadership, the Dean of the Larner College of Medicine, the CEO and/or President of the UVM Medical Center, other academic Deans, Associate Deans, Chairs, Center Directors, UVM Medical Center leaders, to effectively participate in fundraising appointments and other development activities.</p> <p>In addition to working closely with UVMCC administrative leadership, the Director will create productive and trusting relationships with clinicians and scientists connected to cancer clinical and research programs as partners in development.</p> <p>Actively partner with the College's development and alumni relations team to build and sustain an engaging donor-centered environment.</p> <p>Local and some national travel required.</p>  |
| 25 | <p>Coordinate annual giving, communications, and events, including third-party events with appropriate staff from the UVM Cancer Center, the UVM Academic Health Sciences Development &amp; Alumni Relations teams and the UVM Foundation.</p> <p>Partner with UVMCC Leadership with the strategic direction and use of the UVM Cancer Center Advisory Board, a current volunteer network of 20+ volunteers who assist in identification and cultivation of donor prospects and serve as community ambassadors for the UVM Cancer Center.</p> <p>Work in partnership the UVM Foundation and the Chief Development Officer, Academic Health Sciences to identify prospective leadership volunteers / Board Members. Utilize the collaborative volunteer opportunities that exist with the College of Medicine Alumni Executive Committee, the UVM Foundation Board of Directors, the Foundation Leadership Council, and the UVMCC Foundation to ensure UVM Cancer Center volunteers and donors have additional opportunities for engagement with organizations connected to the UVM Cancer Center</p> <p>Work with the UVM Cancer Center, UVM Foundation, and UVM Medical Center leadership to develop a compelling case for engagement and support that will attract major gift donors in a highly competitive philanthropic environment.</p> |

**QUALIFICATIONS**

**MINIMUM EDUCATION & EXPERIENCE**

Bachelor's degree and at least 4 years successful professional fundraising-related experience, preferably in academic medicine or higher education; or any equivalent combination of education and/or experience from which comparable knowledge, skill and abilities can be demonstrated.

**PREFERRED EDUCATION & EXPERIENCE**

Master's degree and at least 6 years of successful professional fundraising experience, preferably in academic medicine, health care, and/or science and technology-based industries; or any equivalent combination of education and/or experience from which comparable knowledge, skill, and abilities have been developed.