

Director of Development, Siteman Cancer Center - Alumni and Development Programs - 37339

Full/Part Time Full-Time

Regular/Temporary Regular

Essential Functions

The Director of Development is responsible for the identification and qualification, cultivation, solicitation, and stewardship of individual annual and major gift prospects from the community at large, donors and grateful past patients by establishing effective relationships with assigned clinician/researchers and other internal constituents. This position raises funds to support priorities within Siteman Cancer Center and the School of Medicine. The Director of Development will partner with the Executive Director of Development in advancing strategic management and vision for the fundraising program of Siteman Cancer Center. This individual reports to the Executive Director of Development and supervises the Associate Director of Development (Major Gifts) and Assistant Director (Annual Fund).

- Direct Fundraising
 - Build and manage a portfolio of major gift prospects, including grateful patients, community leaders, and alumni.
 - Develop and manage faculty relationships within assigned disease areas to effect build a robust and productive grateful patient major gift portfolio.
 - Identify potential donors through grateful patient referrals, 3rd party events, university activities, annual fund, etc.
 - Manage stewardship of assigned prospects.
 - Conceptualize and execute innovating opportunities to identify, cultivate and steward Siteman prospects and donors
- Supervise Associate and Assistant Directors
 - Provide guidance and training to Associate Director to ensure staff member's success in building and maintaining a robust major gift portfolio.
 - Provide guidance and training to Associate Director in the cultivation and management of key faculty relationships.
 - Oversee Assistant Director's management of the annual fund program.
 - Mentor the Assistant Director in seeking innovative annual fund strategies.
- Collaboration and Strategic Leadership
 - Lead by example in building effective, collaborative partnerships with colleagues in WUSM development office, and Barnes-Jewish Hospital Foundation.
 - Seek opportunities for open communication and strategic collaborations with faculty and donors.
 - Partner with Executive Director of Development in the ongoing strategic management and vision for the fundraising program of Siteman Cancer Center.
- Perform other duties as assigned.

Required Qualifications

At least five years of annual, major gift or campaign experience with a track record of successful major gift solicitation. Bachelor's degree required.

Other relevant skills:

A deep appreciation for and an ability to successfully articulate the mission and aspirations of Washington University. Demonstrated ability to design and implement effective cultivation, solicitation and stewardship strategies for individual giving. Honesty, integrity, enthusiasm and perspective; a very strong work ethic, supported by commitment and follow through. Exceptional interpersonal skills.

Preferred Qualifications

Supervisory and management skills; both strategic and operational. Track record of successful grateful patient fundraising within a matrix academic medical setting. Experience with fundraising for higher education. A master's degree is preferred.

Salary Range

The hiring range for this position is commensurate with experience.

Department Summary

For complete details and to apply, please visit <https://jobs.wustl.edu> and search for job number "37339."

Benefits

- Retirement Savings Plan
- 22 vacation days
- 8 Paid Holidays
- Sick Time
- Tuition benefits for employee, spouse and dependent children
- Free Metro Link/ Bus pass
- Free Life Insurance
- Health, Dental, Vision
- Health Savings Accounts (HSA)
- Long Term Disability Insurance
- Flex Spending Plan
- Other Benefits

Human Resources website (hr.wustl.edu)

EOE Statement

Washington University is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity or expression, national origin, genetic information, disability, or protected veteran status.