



## **Senior Director of Development**

The Senior Director of Development for the Department of Urology is a fundraising professional who works collaboratively with the Executive Director of Health Advancement (EDHA), Health Advancement colleagues and University Advancement (UA) to lead specific development programs for UC Irvine Health's Department of Urology and secures significant philanthropic investments to support them. The primary activity of the Director of Development is externally focused to secure private philanthropic support and the Director of Development's effectiveness will be evaluated on the ability to achieve financial goals and meet metrics. The Director of Development reports to the Executive Director for Health Advancement. The Director of Development is expected to be a highly collaborative colleague with other development officers on the Health Advancement team and across the campus.

**Salary:** Commensurate with experience

### **Required Skills, Knowledges and Abilities:**

- Experience-based knowledge of principles and practices of fundraising for a comprehensive research university.
- Strong collegial interpersonal skills and an ability to communicate effectively in person, in writing, and by phone.
- Experienced in operating under a prospect moves-management system that utilizes a central database.
- Self-starter able to secure personal appointments and qualify a significant volume of new prospects.
- Collaborative in nature knowing that many donors interests involve multiple parts of the university.
- Documented success personally implementing sophisticated, multi-year cultivation strategies that leverage a relationship-building and moves-management approach leading to successful gift closure.
- Demonstrated achievement in securing philanthropic investments.
- Ability to work independently with both school and institutional goals in mind.
- Problem solver who can take initiative and set priorities while being flexible.
- Team-oriented strategist able to effectively manage complex situations involving multiple and sometimes competing constituencies.
- Ability to represent the institution professionally, externally and internally.
- Ability to prepare complex and detailed proposals and related materials.
- Attention to detail and thoroughness in completing assigned duties.
- Highly organized and able to handle multiple projects.
- Working knowledge of Microsoft Office and Elucian (Advance) or comparable a donor/prospect database system.
- Adept at navigating complex environments with evolving priorities and communication plans.

- Demonstrable experience in stewardship plans leading to additional investments.

**Education/Experience Qualifications:**

- Bachelor s degree and five years successful professional development and/or fundraising related experience, preferably in higher education: OR, any equivalent combinations of education and/or experience from which comparable knowledge, skill and abilities have been achieved.

**Mental Demands:**

- Clarity of focus while juggling complex projects and/or deadlines.
- Ability to meet demanding work schedule expectations.

**Physical Work Conditions:**

- Requires very little physical effort.
- May work long hours to meet fundraising commitments.
- Local, regional, and national travel is required.

Final candidate subject to background check.

**To review a complete job description and apply, please follow this link:**

[https://staffing2.hr.uci.edu/CSS\\_External/CSSPage\\_Referred.ASP?Req=2017-0531](https://staffing2.hr.uci.edu/CSS_External/CSSPage_Referred.ASP?Req=2017-0531)

**About the University of California, Irvine:** Founded in 1965, UCI is the youngest member of the prestigious Association of American Universities. The campus has produced three Nobel laureates and is known for its academic achievement, premier research, innovation and anteater mascot. Led by Chancellor Howard Gillman, UCI has more than 30,000 students and offers 192 degree programs. It's located in one of the world's safest and most economically vibrant communities and is Orange County's second-largest employer, contributing \$5 billion annually to the local economy. For more on UCI, visit [www.uci.edu](http://www.uci.edu).

Since 1965, the University of California, Irvine has combined the strengths of a major research university with the bounty of an incomparable Southern California location. UCI's unyielding commitment to rigorous academics, cutting-edge research, and leadership and character development makes the campus a driving force for innovation and discovery that serves our local, national and global communities in many ways.

*The University of California, Irvine is an Equal Opportunity/Affirmative Action Employer advancing inclusive excellence. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, age, protected veteran status, or other protected categories covered by the [UC nondiscrimination policy](#).*

UCI career opportunities can be viewed by visiting <http://jobs.uci.edu>