

Director of Development, Social Sciences

UC San Diego

Open Until Filled Development

Salary commensurate with qualifications and experience

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EMAIL: bahaden@ucsd.edu

DESCRIPTION:

The **Director of Development, Social Sciences** plans and implements strategies for the identification, cultivation, solicitation and stewardship of major gift prospects for the Division of Social Sciences. Under the direction of the Dean, Division of Social Sciences and reporting to the Senior Executive Director of Development, General Campus, the Director of Development (DOD) will formulate and implement the fundraising program for Social Sciences, including its departments, programs and research units. The DOD prepares written and oral presentations to potential donors and coordinates approaches as defined by campus policy and procedures; develops gift opportunities consistent with the Division's priorities and UC San Diego's mission; and collaborates with Central Development, including Annual Giving, Foundation Relations and Corporate Relations.

The Division of Social Sciences was created in 1986 with the goal of increasing opportunities for interdisciplinary study and research. Comprising nine academic departments and a wide range of interdisciplinary programs and research units, Social Sciences is the largest academic division at UCSD in numbers of faculty and undergraduate students.

Social Sciences is home to nationally and internationally recognized faculty, including three Nobel Laureates and four MacArthur "genius" Grant recipients. Virtually all of the division's programs rank in the top 20 nationally and many rank in the top 10.

QUALIFICATIONS:

- * Proven experience in the full spectrum of development including: gift policies, solicitations, stewardship, donor recognition and administration.
- * Demonstrated success at fundraising by developing and implementing strategic solicitation fundraising plans that incorporate a concise definition of goals, targeted audiences, and strategies in-line with institution and academic goals in higher education and closing gifts (\$100,000+) from individuals, corporations and foundations, both local and national.
- * Proven record of writing proposals for a significant project/gift (\$100,000+) directed to individuals and foundations/ corporations.
- * Proven success as a development officer in a highly sophisticated donor-centered fund-raising environment as a direct line fund-raiser with five or more years of experience.
- * Demonstrated ability to develop and implement persuasive cultivation ideas and techniques and provide critical analysis, using sound judgment with realistic expectations for prospects and donors.
- * Proven knowledge of the principles and practices of public relations to provide direction to special programs for outreach to prospective and existing donors.
- * Proven administrative ability to provide lead direction to staff and volunteers in accomplishing established goals and objectives and maintain office activities with respect to established procedures and guidelines.
- * Demonstrated expertise to utilize on-line databases and other software to create, retrieve and compile up-to-the-minute documents and historical information for reports.
- * Access to transportation and travel as required. May require working occasional evenings and weekends.

UC San Diego is an Equal Opportunity / Affirmative Action employer that values workforce diversity.