

Position Announcement

**Senior Director of Development
School of Education**

University of North Carolina Greensboro
Greensboro, North Carolina

Reports To Associate Vice Chancellor

**Organization
Profile**

UNC Greensboro (UNCG) is part of the University of North Carolina System; a multi-campus university system encompassing 17 institutions located throughout North Carolina. Each institution is led by its own chancellor and Board of Trustees.

UNCG is located in the city of Greensboro, which is the third most populous city in the state and is one of the largest employers in the city. The campus is just one mile away from downtown—the perfect place to take a study or work break and enjoy live music, good food, cultural events, museums and parks.

The University takes pride in being in a community where everyone finds their place, their home, their people—whether that’s joining one of more than 250 student groups, enjoying some friendly competition with intramural sports, participating in a leadership development program or living out UNCG’s motto of “Service.”



The campus includes eight vibrant academic units:

- Bryan School of Business & Economics
- College of Arts & Sciences
- College of Visual & Performing Arts
- Joint School of Nanoscience & Nanoengineering
- School of Education
- School of Health & Human Sciences
- School of Nursing
- Lloyd International Honors College

School of Education

Led by Dean Randy Penfield, The UNCG School of Education (SOE) is committed to a diverse and inclusive community of faculty, staff, students, alumni, and community partners, all dedicated to creating life-changing opportunities through education. At the foundation of all that the SOE does is an unwavering commitment to promoting a just society through valuing diversity and fostering social and educational equity.

The history of the School of Education extends back nearly 100 years as one of the first teacher preparation programs established in the state of North Carolina. Today, the SOE is a center of excellence offering over 20 outstanding undergraduate and graduate degree programs that provide a world-class learning experience for our students. Along with rigorous in-class preparation, a cornerstone of our programs is extensive experiential learning opportunities through internships, practicums, field placements, study abroad, faculty-mentored research, and student innovation projects. These opportunities prepare our students with the intellectual skills and cultural awareness to have a positive impact across the varied multicultural environments of our state and the nation.

University Advancement

University Advancement builds and nurtures relationships with loyalty and integrity to promote UNC Greensboro's mission of excellence and opportunity for our students. The mission of University Advancement at UNC Greensboro is to inspire connections, investments, and engagements that drive excellence and opportunity. University Advancement is driven by their vision

of a University that illuminates potential, eliminates barriers, and ignites achievement. The Advancement team secures philanthropic support from business leaders, alumni, and friends of the University and utilize this support to create an inclusive, collaborative, and responsive environment that makes a difference in the lives of students and the communities served.

The division of University Advancement includes Advancement Operations, Alumni Engagement, Development, Donor Relations, Event Planning, Gift Planning, Prospect Management & Research and the Vice Chancellor's office. Leadership of the Division is provided by Elizabeth N Fischer, J.D., CFRE who serves as Vice Chancellor for University Advancement and P. Kevin Williamson, serving as Associate Vice Chancellor. The Division has approximately 65 employees.

Position Summary

The Senior Director of Development for the School of Education oversees and manages all aspects of the School of Education's development program, thereby advancing the priorities of the Dean. The candidate must be able to think strategically and practically to implement a comprehensive and results-oriented development plan that includes goals and strategies for major, planned and annual gifts. This position will also build and foster key relationships for the School of Education and University with alumni, friends, community and business leaders, and faculty. Central to this position is a commitment to valuing and embracing diversity and the advancement of an equitable and inclusive community.



UNC
GREENSBORO
School of Education

Specific Responsibilities

Gift Cultivation and Solicitation (75%)

- Identify, cultivate, solicit and steward individuals believed to have potential to make major gifts to the School of Education and other University interests as appropriate.
- Create and implement strategic fundraising and campaign plans for the School of Education in conjunction with University Advancement and the Dean's Office based on objectives and priorities in consultation with the Associate Vice Chancellor, the Dean, and other development and School of Education staff.
- Sustain a level of major gift activity commensurate with performance expectations and prepare detailed and timely contact reports of all visits.
- Effectively engage the Dean and other School of Education faculty and staff in the fundraising process.
- Develop, coordinate, and sustain a robust annual giving plan for the School of Education working with the Dean, Associate Vice Chancellor, and Annual Giving team.

Volunteer Management (25%)

- Serve as primary representative of the School of Education to the University Advancement office and in university-level planning and execution of fundraising strategy.
- Engage and utilize volunteers to execute the fundraising plan and help the Dean recruit potential volunteers for the School of Education Advisory Board and other school boards.
- In conjunction with the Dean and Associate Vice Chancellor for University Advancement, organize and manage the School of Education campaign volunteers and serve as the primary facilitator of their efforts.

Position Requirements

Qualities and experiences that ideal candidates should display include:

1. Bachelor's degree required/master's degree preferred
2. Minimum of 5-7 years of experience in fundraising (preferably in public higher education).
3. Strong organizational skills.

4. Ability to relate to diverse constituencies including identifying, recruiting, training and recognizing volunteers.
5. Willingness to work flexible hours, including evenings and weekends.
6. Willingness and ability to travel, including overnight.
7. Strong verbal and written communication skills.
8. Ability to utilize technological resources available to the development staff.

Preferred

Preference will be given to candidates that also display one or more of the following:

- An advance academic degree.
- Fundraising experience in a liberal arts environment.
- Fundraising certification (CFRE, FAHP, CSPG or equivalent).
- Familiar with common planned giving vehicles and ability to recognize deferred giving opportunities.

Memorandum

The salary and benefits are competitive and commensurate with experience and qualifications. Paschal•Murray supports the commitment of our client in encouraging applicants from diverse backgrounds and cultures. As a condition of employment, our client reserves the right to conduct background verification including academic, work, driving, credit, and criminal histories.

This position announcement is not intended to be an exhaustive list of all responsibilities and requirements. It is presented as a fair reflection of the principal job elements.

Nominations and applications are welcome. Please send résumé and letter of application as separate documents attached to an e-mail message to:

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