

Director of Development, Leadership Giving (East Coast)
(0462U) Intercollegiate Athletics - 66834
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=233701>

Downloaded On: May. 16, 2024 9:33am

Posted Apr. 1, 2024, set to expire Jun. 30, 2024

Job Title	Director of Development, Leadership Giving (East Coast) (0462U) Intercollegiate Athletics - 66834
Department	
Institution	University of California, Berkeley Berkeley, California
Date Posted	Apr. 1, 2024
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Finance/Investment Management Communications/Public Relations Athletics and Recreation Services
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Job Description

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About Berkeley

At the University of California, Berkeley, we are committed to creating a community that fosters equity of experience and opportunity, and ensures that students, faculty, and staff of all backgrounds feel safe, welcome and included. Our culture of openness, freedom and belonging make it a special place

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for students, faculty and staff.

The University of California, Berkeley, is one of the world's leading institutions of higher education, distinguished by its combination of internationally recognized academic and research excellence; the transformative opportunity it provides to a large and diverse student body; its public mission and commitment to equity and social justice; and its roots in the California experience, animated by such values as innovation, questioning the status quo, and respect for the environment and nature. Since its founding in 1868, Berkeley has fueled a perpetual renaissance, generating unparalleled intellectual, economic and social value in California, the United States and the world.

We are looking for equity-minded applicants who represent the full diversity of California and who demonstrate a sensitivity to and understanding of the diverse academic, socioeconomic, cultural, disability, gender identity, sexual orientation, and ethnic backgrounds present in our community. When you join the team at Berkeley, you can expect to be part of an inclusive, innovative and equity-focused community that approaches higher education as a matter of social justice that requires broad collaboration among faculty, staff, students and community partners. In deciding whether to apply for a position at Berkeley, you are strongly encouraged to consider whether your values align with our [Guiding Values and Principles](#), our [Principles of Community](#), and [our Strategic Plan](#).

At UC Berkeley, we believe that learning is a fundamental part of working, and our goal is for everyone on the Berkeley campus to feel supported and equipped to realize their full potential. We actively support this by providing all of our staff employees with at least 80 hours (10 days) of paid time per year to engage in professional development activities. To find out more about how you can grow your career at UC Berkeley, visit grow.berkeley.edu.

Departmental Overview

The Department of Intercollegiate Athletics consists of more than 275 staff members and coaches and sponsors 30 varsity sports programs. These 30 programs include more than 850 student-athletes who participate in the various sports programs annually within the National Collegiate Athletics Association (NCAA). We are currently seeking a Director of Development, Leadership Giving focused on the East Coast Region.

Application Review Date

The First Review Date for this job is: April 11, 2024

Responsibilities

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This position is responsible for helping to meet the fundraising objectives of the Department of Intercollegiate Athletics and ensuring that predetermined fundraising goals with regard to major gifts are met. Under the supervision of the Assistant Athletics Director, Leadership Giving this position is responsible for the identification, cultivation, solicitation, and stewardship of major gift-level prospective donors throughout the east coast region.

The Director of Development, Leadership Giving has responsibility for developing and managing the Athletic Department's relationships with its valued supporters who live on the east coast and must ensure these relationships are nurtured and maintained for the benefit of the department over time. The employee will be assigned a specific portfolio based on department objectives and made up of donors and prospects that have the potential to give at the major gift level.

- Identify and manage a portfolio of 100+ leadership gift prospects, focusing on prospects rated at \$100,000 and above.
- Cultivate, solicit and steward leadership gift prospects and donors.
- With the upcoming ACC transition, develop and implement an athletics fundraising and alumni strategy throughout the east coast. This will be in alignment with the east coast regional team and guided by sporting events and prospect/donor cultivation.
- Identify and evaluate potential donors; design and implement prospect cultivation and solicitation strategies.
- Ensure that predetermined fundraising goals and metrics are met.
- Apply knowledge and understanding of the University of California, Berkeley and Intercollegiate Athletics, its traditions, programs, campus issues, needs, and priorities to the development process. Persuasively discuss athletic programs, needs and priorities with prospective donors and volunteers.
- Draft/write proposals for solicitation of individual, corporate, and/or foundation prospects.
- Independently manage collaborative working relationships with fundraising colleagues in University Development and Alumni Relations, in particular the East Coast Regional Team, and campus schools and units to develop strategies for joint solicitation and to negotiate differences.
- Assist with the structuring and development of Intercollegiate Athletics fundraising efforts, including the development of new fundraising strategies, new ways to structure gifts and new fundraising marketing materials.
- Facilitate communication between administrators, coaches, donors, prospects and volunteers, as appropriate.
- May attend functions, meetings and serve on internal/external committees as a representative of the campus.

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Required Qualifications

- A minimum of 3 years of experience identifying, cultivating, directly soliciting and closing major gifts, preferably in a university setting.
- Advanced knowledge of all aspects of fundraising, donor relations, and public relations concepts, principles, procedures, and techniques.
- Advanced written, oral and interpersonal communication skills, including political acumen, to establish and maintain good working relationships throughout the organization and with outside constituencies. Ability to make persuasive and compelling presentations of goals and objectives for a location in order to secure gifts.
- Skill to meet or exceed fundraising goals and objectives.
- Advanced organizational, analytical and critical thinking skills, including skill in creative and effective decision-making and problem identification / avoidance / resolution, and strong project management skills.
- Ability to work across multiple databases and CRM systems.
- Ability to travel and attend weekend and evening events.
- Skill to maintain confidentiality.
- Bachelor's Degree or equivalent training/experience.

Preferred Qualifications

- Understanding of the unique nature of athletics fundraising.
- Working knowledge of the institution, its mission, vision, goals, achievements, policies, and infrastructure.
- Understanding of tax guidelines governing charitable giving.
- Knowledge and understanding of applicable NCAA and ACC Conference rules and regulations.

Salary & Benefits

For information on the comprehensive benefits package offered by the University, please visit the University of California's [Compensation & Benefits](#) website.

Under California law, the University of California, Berkeley is required to provide a reasonable estimate of the compensation range for this role and should not offer a salary outside of the range posted in this job announcement. This range takes into account the wide range of factors that are considered in making compensation decisions including but not limited to experience, skills, knowledge, abilities,

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education, licensure and certifications, analysis of internal equity, and other business and organizational needs. It is not typical for an individual to be offered a salary at or near the top of the range for a position. Salary offers are determined based on final candidate qualifications and experience.

The budgeted salary or hourly range that the University reasonably expects to pay for this position is \$120,000 - \$130,000.

- This is a 100% full-time (40 hours per week), career position that is eligible for full UC benefits.
- This position is exempt and paid monthly.

How to Apply

To apply, please submit your resume and cover letter.

Conviction History Background

This is a designated position requiring fingerprinting and a background check due to the nature of the job responsibilities. Berkeley does hire people with conviction histories and reviews information received in the context of the job responsibilities. The University reserves the right to make employment contingent upon successful completion of the background check.

Mandated Reporter

This position has been identified as a Mandated Reporter required to report the observed or suspected abuse or neglect of children, dependent adults, or elders to designated law enforcement or social service agencies. We reserve the right to make employment contingent upon completion of signed statements acknowledging the responsibilities of a Mandated Reporter.

Equal Employment Opportunity

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status. For more information about your rights as an applicant, please see the [U.S. Equal Employment Opportunity Commission](#)

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poster.

The [University of California's Affirmative action policy](#).

The [University of California's Anti-Discrimination policy](#).

To apply, visit

https://careerspub.universityofcalifornia.edu/psp/ucb/EMPLOYEE/HRMS/c/HRS_HRAM.HRS_APP_SCH

Contact Information

Please reference Academickeys in your cover letter when
applying for or inquiring about this job announcement.

Contact

N/A

University of California, Berkeley

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