

Director Veterinary Annual Giving Tufts University

Direct Link: <https://www.AcademicKeys.com/r?job=251915>

Downloaded On: Mar. 14, 2025 2:46am

Posted Jan. 21, 2025, set to expire Dec. 31, 2025

Job Title	Director Veterinary Annual Giving
Department	
Institution	Tufts University Medford, Massachusetts
Date Posted	Jan. 21, 2025
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Institutional Advancement
Job Website	https://jobs.tufts.edu/jobs/21313?lang=en-us&iis=Job+Board&iisn=AcademicKeys
Apply By Email	
Job Description	

Overview

Please include a cover letter with your application

In 1978, Tufts University established a veterinary school with a One Medicine mission. Today, more than 35 years later, Cummings School of Veterinary Medicine, the only veterinary school in New England, continues to advance One Health initiatives that improve the health and well-being of animals, humans, and the environment. Cummings School assures that our students approach the veterinary profession with knowledge-filled open minds and the drive to make a difference in the world.

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The Office of Development and Alumni Engagement serves Cummings School by maximizing resources from friends, alumni, parents, and corporate and foundation partners in support of the school's academic, clinical, scientific, and service priorities. Specifically, the office raises, current use, capital funds, and planned gifts to meet the school's current and future needs. It also serves as a liaison for the Tufts University Veterinary Alumni Association (TUVAA).

What You'll Do

In partnership with senior management, develops goals and strategies for annual giving programs and activities in a school or major unit. Directs annual appeals and campaigns, direct marketing and social media, and other related communications activities. Oversees strategic planning, analyses and reporting, and volunteer management. May meet with or present in front of leadership donors and volunteers. Manages staff, including making hiring decisions, and managing performance and development opportunities. May manage a small portfolio of leadership annual fund prospects.

Essential Functions

- In partnership with senior management directs strategic annual giving programs and activities in a school or major unit and manages portfolio. Manages and analyzes large sets of data and uses analytics to drive strategy.
- Develop goals and strategies with school and division leadership.
- Directs strategic direct marketing and social media plans. Manages outside vendors and partners with central annual giving on strategies, communications, and execution of appeals and campaigns.
- Directs and manages cultivation, solicitation, and stewardship plans through professional staff and manages own portfolio of high-end/leadership annual giving prospects. Strategizes with major gift officers on the solicitation of top prospects.
- Directs stewardship activities for annual fund donors.
- Partners with major gifts officers on solicitation strategy for leadership donors.
- In collaboration with school deans and senior leadership, initiates and manages projects, special initiatives, and annual giving plans for the school or unit.
- Oversees documentation and reporting for all annual giving activities. Prepares and presents reports to school deans and senior leadership on annual giving metrics and goals.
- Manages staff including making hiring decisions, providing training and development opportunities, and evaluating performance. Tracks fundraising progress and monitors metrics for staff.
- Manages volunteers and volunteer committees and oversees the development of training and engagement materials. Partners with advancement colleagues and leadership to provide counsel on best practices. Reports on metrics and analytics for schools or units to formulate recommendations for annual giving programs.

What We're Looking For

Basic Requirements:

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- Knowledge skills and abilities typically acquired through a Bachelors Degree and 7-10 years of experience.
- Extensive depth and breadth of knowledge and experience in philanthropy, annual giving programs, and strategies
- Advanced interpersonal and relationship-building skills
Excellent verbal, written, and presentation skills
- Proven track record of successfully managing annual giving appeals and securing leadership gifts
- Experience managing or mentoring fundraising staff

Pay Range

Minimum \$85,650.00, Midpoint \$107,150.00, Maximum \$128,600.00

Salary is based on related experience, expertise, and internal equity; generally, new hires can expect pay between the minimum and midpoint of the range.

Contact Information

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

Contact