



UNIVERSITY OF CENTRAL FLORIDA

Boyden Executive Search Contact

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Unleash YOUR Potential With Us

As a next-generation public research institute and Forbes-ranked top employer in Florida, we are an inclusive community of thinkers, doers, creators, innovators, healers, and leaders striving to shape the future and solve the world's most challenging problems. No matter what your role is, when you join Knight Nation, you'll play an integral role in pushing us forward to become among the most impactful universities in the country. You'll be met with opportunities to connect and collaborate with uniquely talented faculty, staff, and students across 12 colleges and multiple campuses and regional locations. That means greater challenges to tackle, more meaningful opportunities to grow, and rewarding experiences that go beyond a paycheck. We're seeking qualified, motivated individuals who will help UCF fulfill its mission in unleashing the potential of every individual, enriching the human experience through inclusion, discovery, and innovation; and propelling broad-based prosperity for the many communities we serve.

Advancement & Partnerships

Join UCF's dynamic and growing Advancement & Partnerships team as they work to build meaningful partnerships and transform lives through philanthropy. Together, you can help unleash the potential of people and ideas to positively change the world. Your efforts on the team will help build the University for the Future.

Position Summary

Under the general leadership of the Senior Associate Vice President for Development (Sr. AVP) and in alignment with the strategic priorities of the Senior Vice President for Advancement & Partnerships (SVP), the Associate Vice President for Development (AVP) provides leadership and operational oversight for a portfolio of Development Executive Director and Assistant Vice President level fundraisers.

This newly created role serves as a senior fundraising strategist and people leader responsible for advancing philanthropic results, strengthening fundraising operations, and supporting the successful execution of the university's comprehensive campaign.

Responsibilities

Leadership and Oversight of Development Teams

- Provides strategic leadership and direct supervision for a group of Executive Development Director and Assistant Vice President level positions and other senior fundraising leaders responsible for major gift fundraising within assigned colleges and units.
- Guides fundraising strategy, portfolio development, and prospect engagement to ensure teams are positioned to meet or exceed fundraising goals. Establishes expectations for performance, accountability, and collaboration across development teams while supporting consistent fundraising practices and processes across the division.

- Works closely with development leaders to assess pipeline health, identify opportunities for growth, and remove barriers to fundraising success. Provides mentorship, coaching, and leadership development for senior fundraising staff to strengthen the division's overall fundraising capacity.
- Supports the recruitment, onboarding, and development of development professionals in partnership with Advancement leadership and Human Resources Operations.

Fundraising Strategy and Principal Gift Engagement

- Maintains an active portfolio of select principal and major gift prospects to cultivate, solicit, and steward in partnership with college leadership and development officers.
- Provides strategic counsel to development leaders on complex fundraising strategies, donor engagement plans, and principal gift opportunities. Works collaboratively with deans, faculty, and university leadership to identify philanthropic priorities and align donor interests with institutional needs.
- Supports cross-unit fundraising strategies and collaborative gift opportunities that advance university-wide initiatives and campaign priorities.

Campaign and Strategic Initiative Leadership

- Partners with the Senior Associate Vice President for Advancement to support the execution of the university's comprehensive campaign and other strategic fundraising initiatives.
- Ensures assigned development teams are aligned with campaign priorities, prospect strategies, and fundraising goals. Monitors campaign progress across assigned units and provides strategic guidance to strengthen campaign participation and performance.
- Works collaboratively with Advancement Operations, Prospect Development, and Communications teams to ensure fundraising strategies are informed by data, pipeline insights, and coordinated donor engagement.

Leadership Collaboration and Division Strategy

- Contributes to division-wide fundraising planning, goal setting, and strategic initiatives.
- Collaborates with Advancement leaders to strengthen fundraising policies, performance expectations, prospect management practices, and campaign strategies.
- Provides insight and recommendations to the Sr. Associate VP of Advancement on emerging fundraising opportunities, staffing needs, and organizational priorities.

Minimum Qualifications

Bachelor's or Master's degree and 12+ years of relevant work experience, or an equivalent combination of education and experience pursuant to [Fla. Stat. 112.219\(6\)](#).

Preferred Qualifications

We're looking for a dynamic fundraising leader who is passionate about the transformative power of business education. The strongest candidates may also bring:

- Master's degree in Higher Education, Business Administration, Communications, Nonprofit Management, Public Administration, or related field.
- 10+ years of progressive leadership experience in higher education advancement, philanthropy, or complex nonprofit fundraising environments.
- Demonstrated success leading large-scale major gift or principal gift fundraising efforts, including securing seven-figure philanthropic commitments.
- Experience leading and developing senior fundraising professionals in a complex, matrixed organization.

- Proven ability to build collaborative partnerships with executive leadership, deans, faculty, volunteers, and high-capacity donors.
- Experience supporting or leading a comprehensive fundraising campaign within a higher education or similarly complex organization.
- Strong understanding of prospect strategy, portfolio management, donor pipeline development, and fundraising performance metrics.
- Experience using fundraising and donor management systems such as Blackbaud CRM, Salesforce, or similar platforms to inform strategy and performance.
- Demonstrated success managing cross-functional fundraising initiatives and collaborative donor strategies across multiple units or colleges.
- Strong leadership, communication, and organizational change management skills with the ability to influence and drive results across teams.
- Experience developing fundraising strategy informed by data analytics, campaign reporting, and pipeline insights.
- Record of fostering a collaborative, accountable, and high-performing team culture.

Compensation

The salary range for this position is \$215,000 to \$240,000 dependent on relevant experience.

Benefits

Working at UCF has its perks! In addition to helping drive change and having a positive impact by supporting its students, staff, and faculty, UCF offers:

- Benefit packages, including Medical, Dental, Vision, Life Insurance, Flexible Spending, and Employee Assistance Program
- Paid time off, including annual and sick leave and paid holidays
- Retirement savings options
- Employee discounts, including tickets to many Orlando attractions
- Education assistance
- Flexible work environment
- And more...For more benefits information, go to the UCF Employee Benefits page [here](#).

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About Boyden Global Executive Search

Established in 1946, Boyden pioneered the first organized approach to executive search. Boyden has a network of more than 350 professionals in over 75 offices in 45 countries. Worldwide, the Boyden culture is based on professionalism, integrity, high personal partner involvement, and a commitment to exceed client expectations.

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