

University of New Hampshire – Director of Development, CEPS

Summary of Position

The Director of Development (DoD) leads major gift efforts for UNH College of Engineering and Physical Sciences (CEPS), strengthening a high caliber fundraising program that reflects the University's culture, mission, goals, and evolving strategic plans. In these efforts, the DOD will work collaboratively and transparently with academic leadership, advancement colleagues, board members, senior leadership, faculty, staff, students, and alumni. They will strengthen the CEPS major gift team's systems and structures for planning and decision making around development and participate in an ongoing institution-wide conversation about the vision, strategy, and goals for CEPS fundraising. The director will provide effective motivation and mentoring to junior staff, embracing diversity and possessing the management acumen to leverage the team's existing capacity while strengthening performance to drive goal-oriented outcomes. The director will instill a heightened level of engagement for prospects, donors, parents, alumni, student athletes and other stakeholders within the UNH community, preparing for the next phase of the University's fundraising and alumni engagement expansion. As a member of the Development Office senior management team, the DoD partners closely with dynamic advancement and CEPS leadership. The incumbent sets the tone for high achievement of audacious goals that align with the UNH ethos of innovation and renewal.

Additional Job Information

The Director of Development will join the University of New Hampshire Foundation at an inflection point as we move through the quiet phase of an ambitious fundraising campaign in anticipation of a public launch in 2025. This position builds and expands relationships with constituents in ways that have a quantifiable impact on philanthropic achievement for UNH. They will drive entrepreneurial initiatives and new engagement practices through which CEPS can support the achievement of the university's strategic plan. The incumbent will embrace goal-oriented outcomes and will be a strategic, creative thinker who is passionate about the major gift fundraising potential for CEPS. The DoD will have a proven track record in closing major gifts while possessing outstanding interpersonal competencies.

Approximate Time Allocation

Fundraising (80%)

- Implement a comprehensive multi-year fundraising/campaign plan for CEPS to significantly increase philanthropic support.
- Maintain a robust portfolio of major, principal, and planned gift prospects, maintaining frequent contact with prospects, leaders, and volunteers.
- Conduct upwards of 130 face-to-face visits with prospects and donors per year and facilitate 10-20 major gift solicitations annually, including six-seven-and-eight figure gifts.
- Plan systematic, appropriate, and effective solicitation strategies for major, principal, and planned gift prospects including collaborating with key partners within Advancement. Work closely with other development personnel in identifying referral opportunities and supporting UNH's overall fundraising goals and as well as unit annual goals.
- Travel as needed to cultivate donors and prospects with an interest in supporting fundraising priorities.
- Provide guidance for fundraising boards and committees and related events and activities led by volunteers and others.

Management, Planning & Volunteer Engagement (20%)

- Embodies the cultural values of the UNH Development Team (aspiration; integrity; learning; collaboration; self-care).
- Manage an associate director of development and act as an active mentor; drive annual planning, goal setting, and performance evaluation for the CEPS Development team.
- Work closely with a Managing Director of Development to deliver on strategic fundraising and engagement priorities for CEPS that align the Dean's vision with the overall case for UNH support.
- Leverage the faculty, and staff expertise to support fundraising activities.
- Involve the Dean in the development and successful execution of solicitation strategies.
- Oversee preparation of reports, proposals, brochures, and other materials for various development programs.
- Solicit and organize volunteers for various fundraising efforts, including annual fund drives; leverage advisory boards, as appropriate, to be fully integrated in all fundraising priorities.
- Provide guidance for fundraising committees and related events and activities led by volunteers and others.
- Manage the CEPS Development team operating budget.

Acceptable Minimum Years of Experience

- Minimum of five years of experience in fundraising, sales, business development, account/relationship management, marketing and/or public relations.

Other Minimum Qualifications

- Demonstrated strength at partnering with CEPS leadership to move CEPS fundraising program forward.
- Proven success in managing a major gift portfolio and closing major gifts.
- Demonstrated prowess supporting and translating the vision and direction of institutional leadership into actionable plans, goals, and strategies.
- Orientation as a team player who champions efficiency while thinking audaciously about future team goals.
- A metrics-driven, entrepreneurial mindset that thinks big and informs strategy and work.
- A bachelor's degree and, preferably, a master's degree.
- Proven success leading a disciplined moves management strategy with a portfolio of major gift prospects.
- Reputation for collegiality, collaboration, and utmost professionalism.
- Success soliciting and closing principal and major gifts, blended gifts, and estate and planned gifts.
- Familiarity with estate planning instruments, products, principles, and marketing programs, and success integrating gift and estate planning into a comprehensive major gifts program.
- Thorough knowledge of development principles and a record of accomplishment in managing a major gift program.
- Experience collaborating with academic and administrative leadership to define strategic projects and initiatives, drafting strong cases for support, developing engagement experiences and events.
- Respect and support for reporting structures and lines of communication.
- A high level of professional maturity, judgment, and decisiveness to motivate fellow staff and volunteers, and to inspire confidence among donor prospects.
- Very strong verbal and written communication skills, organizational and analytical skills, and project management skills.
- Experience with board volunteer management and the ability to maintain a high level of diplomacy.
- Ability to work independently as well as part of a team.
- Openness to travel on behalf of UNH for donor visits or as the University's representative.
- An advocate for diversity.

- Proficiency in fundraising database technologies and Microsoft Office.

About the UNF Foundation (UNHF):

Established in 1989, UNHF exists to build private support for the university with the goal of strengthening programs, supporting students, and providing new opportunities for faculty excellence. Now in the silent (planning) phase of its current campaign, UNHF wrapped up a successful \$300M campaign, "CELEBRATE 150: The Campaign for UNH" in 2018 and obtained new funds from 45,000+ donors for need-based and merit scholarships, opportunities that complement classroom experiences, expand research excellence, improve recruiting of top faculty, and strengthen infrastructure.

About CEPS:

The University of New Hampshire College of Engineering and Physical Sciences empowers creative thinkers, innovative problem solvers and leaders to make a difference. With world-class programs and faculty mentors, students actively engage in rigorous academics and hands on learning and research opportunities to have an impact in their profession, their community and the world.

UNH Diversity Statement:

The University of New Hampshire is committed to building and nurturing an environment of inclusive excellence where all students, faculty, and staff can thrive. We also are committed to providing open and inclusive access for all alumni, volunteers, learners, employees, and visitors seeking to participate in our programs and activities. We venture to sustain a campus environment that fosters mutual respect and understanding. We believe diversity, equity, accessibility, and inclusion are foundational values inextricably linked to achieving our core educational mission and embrace the many characteristics of our community members that make them uniquely themselves. Here, you belong, and all are welcome.

To explore this opportunity further, please send your resume in confidence to:

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