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Executive Profile

Director of Development, College of Engineering and Physical Sciences (CEPS)

University of New Hampshire

Boyden Executive Search Contact

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Position Summary

The Director of Development (DoD) leads major gift fundraising efforts on behalf of UNH's College of Engineering and Physical Sciences (CEPS), the University's interdisciplinary home for mathematics, the physical sciences, computer science, and engineering. The incumbent will manage a portfolio of prospects capable of making philanthropic contributions (focused on the $100,000+ level) from various constituencies (alumni, parents/families, friends, faculty, staff, etc.) to support the priorities of CEPS. They will also manage a Development team, providing effective motivation and mentorship that strengthens performance and drives goal-oriented outcomes. The DoD will strengthen the CEPS major gift team's results and lead the planning and decision making that connects Development with the evolving vision and priorities for CEPS. To be successful in this role, the DoD must work closely with dynamic academic leadership and other key stakeholders in CEPS (primarily the Dean), while also collaborating with colleagues and leadership across Development and University Advancement. The DoD will instill a heightened level of engagement with donors, prospects, and board members, setting the tone for the highest levels of fundraising achievement and program caliber that reflects the University's culture, mission, and evolving strategic plans.

The Director of Development, CEPS will join the University of New Hampshire Foundation at an exciting time, as the institution advances an ambitious comprehensive fundraising campaign. The incumbent embraces goal-oriented outcomes and is an entrepreneurial, strategic, and creative thinker who is passionate about the major gift potential for CEPS, and capable of building and expanding relationships with constituents in ways that have a quantifiable impact on philanthropic achievement. The DoD will have a proven track record in closing major gifts while possessing outstanding interpersonal competencies, ability to effectively manage projects/priorities, and be highly motivated, organized and detail oriented.

Responsibilities

Front-Line Fundraising – 80%

- Manage a robust portfolio of major, principal, and planned gift prospects capable of making philanthropic contributions to CEPS, maintaining frequent contact with these individuals and organizations to build relationships that will increase philanthropic support.
- Conduct 120 or more personal visits with prospects and donors each fiscal year and facilitate 10-20 major gift solicitations annually, including six-, seven-, and eight-figure gifts. Meeting this activity goal will require travel across the state, region, and, on occasion, the U.S. These visits should be planned strategically and leverage the CEPS Dean and other leadership when appropriate.
- Craft systematic and effective solicitation strategies and funding proposals for major, principal, and planned gift prospects. This will require collaborating with key partners across University Advancement and other Development team members.
- Qualify and disqualify prospects for major gift potential by conducting a series of steps that deem their affinity and inclination to engage philanthropically at that level, and facilitate pipeline movement

across the Development spectrum when prospects should be transitioned to or from a major gift portfolio.

- Steward prospects and donors through their philanthropic journey with CEPS/UNH, with the goal of maximizing their donor potential.
- Assist the entire Development team with achieving alumni participation goals, overall for the university and for CEPS specifically. This will require engagement in key campaigns such as the annual (603) Challenge and year-end pushes.
- Utilize CRM database, reports, and other available technologies to efficiently manage, engage and expand prospect portfolio.

Management, Planning & Coordination – 20%

- Manage a Development team and act as an active mentor/coach; drive annual planning, goal setting, and performance evaluation for the CEPS major gift team.
- Work closely with the Managing Director of Development to strategize on key prospects/projects and to develop/implement a comprehensive multi-year plan for CEPS major gifts to significantly increase results each fiscal year and throughout the campaign.
- Plan strategic fundraising and engagement opportunities for CEPS that align with the Dean's vision/priorities and with UNH's overall case for support and strategic plans.
- Involve the CEPS Dean in key solicitations and leverage other faculty and staff expertise to execute successful fundraising activities.
- Oversee preparation of reports, proposals, brochures, and other materials for various internal and external stakeholders.
- Recruit and manage volunteers around various fundraising efforts and provide guidance as needed; this will include advisory boards and fundraising committees.

Minimum Qualifications

- Minimum of 5 years of fundraising experience or equivalent (sales, business development, account/relationship management, marketing and/or public relations).
- Bachelor's degree.
- Demonstrated understanding of the relevance of philanthropy and thorough knowledge of Development principles and a record of accomplishment in managing a major gift program.
- Ability to communicate effectively, both verbally and in writing, about fundraising support.
- Exceptionally strong interpersonal skills and experience interacting with internal and external constituents who are diverse in characteristics such as age, education level, race, gender identity and expression, ability, and socioeconomic backgrounds in a culturally competent and supportive manner.
- Very strong organizational skills and ability to juggle and prioritize many projects/tasks.
- Very strong analytical skills and experience working in a metrics-driven environment.
- Proven success in managing a prospect portfolio through a disciplined moves management strategy, and soliciting/closing outright gifts, pledges, blended gifts, and preferably 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.
- Orientation as a team player and demonstrated strength at partnering with peers, management, and leadership and collaborating across diverse university units and departments, while also having the discipline to work independently.

- Experience collaborating with academic and administrative leadership to define funding projects and initiatives, drafting strong cases for support, developing engagement experiences, etc., and demonstrated prowess translating the vision and direction of institutional leadership into actionable plans, goals, and strategies for the major gifts program.
- Experience with board member and/or volunteer management.
- Reputation for collegiality and collaboration, and a high level of professional maturity, judgment, and decisiveness to motivate fellow staff and to inspire confidence among donors/prospects.
- Respect and support for reporting structures and lines of communication.
- Demonstrated understanding of the responsibility to maintain sensitive information and appreciation of ethics and compliance.
- Openness to travel on behalf of UNH for donor/prospect visits or as the university's representative.
- Commitment to the values of diversity, equity, inclusion, and advancement.
- Proficiency in fundraising database technologies and Microsoft Office.

Preferred Qualifications

- Master's degree.
- Knowledge of the fundraising profession and its theories, standards, policies, and systems.
- Familiarity with a university setting and fundraising campaigns.
- Familiarity with engineering and the physical sciences disciplines.
- Experience with portfolio and/or volunteer management.

About the UNH Foundation (UNHF) and UNH Development

UNHF exists to build private philanthropic support for the University, strengthening its programs and supporting students, faculty, and staff. The UNH Development team serves as UNHF's fundraising arm, advancing the University's mission by inspiring giving among alumni, parents and families, friends, employees, corporations, and foundations.

Its donor-centered approach connects stakeholders' passions and philanthropic goals with funding opportunities at UNH, creating meaningful and lasting impact across the University. The Development team is structured to support growth and success across every level of the donor pyramid, both now and in the long term. Staff focus on annual giving, leadership giving, major giving, principal and planned giving, and foundation relations.

Most team members are assigned to fundraise for a specific area of the University, supported by Development leadership and operations staff who work across teams. The team is ambitious about its fundraising potential, embraces diverse perspectives, commits to professional growth, operates with integrity, and collaborates wherever possible.

Hybrid Workplace Expectation

University Advancement has implemented a hybrid work model, and this is a hybrid position. The expectation is that employees reside within reasonable distance to the Durham, NH campus (under two hours) so they are available to come to campus as often as business needs dictate, which vary depending on the position and assigned areas. The hiring manager will clarify exact expectation of in-person versus remote working time for each specific position.

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. It also provides open and inclusive access for alumni, volunteers, learners, employees, and visitors seeking to participate in its programs and activities.

The University strives to sustain a campus environment that fosters mutual respect and understanding. It recognizes diversity, equity, accessibility, and inclusion as foundational values that are inextricably linked to achieving its core educational mission. The University embraces the many characteristics that make each community member uniquely themselves. At UNH, everyone belongs, and all are welcome.

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About Boyden

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

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