Our company is searching for experienced candidates for the position of director, development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for director, development

- Explores and pursues alumni engagement and development opportunities
- Attends school, alumni and campus functions to develop a familiarity with the culture of the school, campus and alumni base
- Serve as an active team member in the development and implementation of the College of Engineering Development Office short-term and long-term planning objectives
- Identify, qualify and manage a portfolio of approximately 150 prospects with a capacity to make gifts of $50,000 or more
- Conduct at least 170 personal visits with prospects and donors per year, and participate in a minimum of 20 solicitations per year
- Gain a comprehensive understanding of the priorities of the College of Engineering as a whole, with specific focus on Materials Science Engineering), and make a persuasive oral and written case for supporting key programs
- Develop and implement immediate and long-range plans for enhancing the image of, and expanding major gift support for the assigned departments
- Serve as lead development personnel for one of the College's key geographic regions
- Serve as the chief staff liaison between assigned departments and their external constituents and stakeholders, alumni, friends, corporations and foundations
- Serve as the chief staff liaison between those departments and the NCSEF

Qualifications for director, development

- 2-3 years of Project Management or Project Coordination experience, especially with outsourced or distributed teams
- Education background should include a Degree in Computer Science or Business equivalent
- 1-2 years experiences as a Scrum Master (CSM certification is an asset)
- Experience with centralized service delivery or development
- Capable of identifying and recruiting key talent based on staffing requirements