

USA

[< Welcome page](#)

Returning Candidate? [Log back in](#)

Director of Development, University-wide

2019-6835

4 months ago

US-NY-New York **Department** Development and Campaigns, Steinhardt **School/Division** University Development and Alumni Relations (WS1006)

Compensation Grade Band 54 **Union** N/A **FT/PT** Full-Time **Category** Development/Sponsored Research/Grant Writing

Position Summary

The Director of Development, University-wide reports to the Assistant Dean of Development, NYU Steinhardt. The Director of Development is responsible for carrying a portfolio of prospects capable of making 5,6 and 7-figure+ gifts. The Director of Development will be guided by standardized team metrics for meetings, proposals and dollars raised, as appropriate for the DoD's time in position, pipeline and role. The Director of Development will supervise 1-3 major gift officers, as assigned. The Director of Development may be assigned prospects in a particulate state, or cities in which NYU has a cluster of University-wide highly rated prospects and the Metro NY area; some travel is required. The Director of Development will have 5-7+ years experience, preferably in a higher education setting with the ability to communicate a wide-variety of University priorities in a concise and compelling manner. The Director of Development will embrace a culture of collaboration within and across University Development and Alumni Relations.

Qualifications

Required Education:

Bachelor's Degree

Preferred Education:

Master's Degree

Required Experience:

5+ years progressive fundraising results at the major gift level

Preferred Experience:

5+ years fundraising in an academic environment

Required Skills, Knowledge and Abilities:

Progressive fundraising results at the major gift level

Preferred Skills, Knowledge and Abilities:

Must possess strong analytical and communication skills. Demonstrated ability to work in a high pressure, fast-paced environment. Must possess the ability to work with changing priorities and multiple projects. Excellent organizational, interpersonal, oral and written communication skills, including a high level of attention to detail and active listening skills. Demonstrated ability to effectively partner and collaborate and a diverse group of colleagues, faculty and academic leaders. Working knowledge of various software application. Ability to strategize and meet fundraising goals. Knowledge of MS Office Suite. The successful candidate must be a strategic thinker, effective in moving strategic agendas. he or she must be politically savvy, ensuring the utmost discretion in all matters, as well as possessing an ability to work well with all levels of management, both internally and externally. he or she must be flexible, have sound judgment with a collaborative style that fosters teamwork and cooperation beyond the immediate team to the broader organization. He or she must have a passion for building excellent donor relationships. Ability to take initiative, build a team atmosphere and interact with a diverse population.

Additional Information

NYU aims to be among the greenest urban campuses in the country and carbon neutral by 2040. Learn more at nyu.edu/sustainability.

Options

Apply for this job online

Share this job

Share on your newsfeed

Need help finding the right job?

We can recommend jobs specifically for you! [Click here to get started.](#)

[Application FAQs](#)

New York University

Unless otherwise noted, all content copyright New York University. All rights reserved.