Senior Director of Major Gifts, Health Sciences

Purpose: The Senior Director of Major Gifts for the UMKC Health Sciences campus leads the fundraising activities of the UMKC School of Medicine, and assists in fundraising for the School(s) of Pharmacy and Nursing. Responsibilities include donor visits, proposal development, and identification and solicitation of major gifts ($25,000+) from individuals, corporations, and foundations. The Senior Director develops short- and long-term fundraising strategies based on the school’s priorities. This position will also liaise with the School of Dentistry. The Senior Director of Major Gifts is an integral member of the UMKC Foundation team.

Organizational Relationships: The Senior Director of Major Gifts reports to the UMKC Foundation Assistant Vice President for Health Science.

Essential Duties:

1. Prepare and implement strategies to attain goals and objectives.
2. Manage a portfolio of current and prospective donors with the capacity to give $25,000 or more.
3. Meet annual goals for personal/face-to-face visits, proposals submitted and results from those proposals.
4. Effectively employ the Dean and key faculty as partners in strategy development, donor cultivation, and solicitation.
5. Work with advisory boards as they relate to fundraising, alumni and marketing.
6. Ensure the communications and marketing efforts of the unit are coordinated with development and alumni efforts.

Knowledge Required: The incumbent will be skilled at managing prospects from identification through stewardship. S/he will communicate effectively, both verbally and in writing. Other key skills include:

- Creative thinking,
- Demonstrated ability to manage interpersonal relationships,
- Data analysis knowledge,
- Articulate speaker and excellent written communication skills,
- Ability to meet goals and objectives,
- Effective organizational and marketing skills,
- Works independently as well as part of a team,
- Familiarity with database computer systems and microcomputer applications.

Abilities:

- Work independently while also working as a member of the university fundraising team.
- Integrate the major gifts program with those of annual giving and alumni relations.
- Initiate, analyze, monitor, evaluate and alter strategic fundraising plans.
• Participate in all aspects of the gift cycle:(1) initiate contacts with major donors; (2) develop appropriate cultivation strategies; (3) move potential donors forward in the giving cycle in a timely fashion and secure major gifts; (4) maintain stewardship contacts with donors.
• Travel nationally

Education and Experience: Bachelor’s degree required and CFRE preferred. A master’s degree is preferred. A minimum of five or more years of experience in individual major gift fundraising required. Experience in higher education with a knowledge and appreciation for health sciences, preferred. Must hold a valid U.S. driver’s license.

Supervisory Controls: Incumbent must have a high level of independence in accomplishing the responsibilities of the position. Goals, priorities, and major projects are reviewed and discussed on an on-going basis with the UMKC Foundation Assistant Vice President.

Salary Range: $80,000 - $90,000 Commensurate with experience.

UMKC: The University of Missouri Kansas City is located in the heart of Kansas City, one mile from the famed KC Plaza District. Kansas City is home to the Kauffman Center for Performing Arts, KC Chiefs, KC Royals, Sporting KC, and is home to world renowned BBQ. Rich in diversity, culture, and sports, UMKC is a rich traditional university with a host of professional schools in a robust urban setting.

About the UMKC Foundation: The UMKC Foundation is a separate but affiliated enterprise that is devoted to raising funds for the University of Missouri-Kansas City, and for exercising fiduciary responsibility over endowments and other philanthropic investments made to UMKC.

If you are interested in helping grow the culture of philanthropy that supports UMKC, please send your cover letter and resume to: contact@umkcfoundation.org
The UMKC Foundation is an equal opportunity employer that values diverse perspectives and backgr