



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 Schools 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. Achieve 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. Collaborate with advisory boards to meet fundraising, alumni and marketing goals and objectives.
6. Ensure the communications and marketing efforts of the unit are coordinated with development and alumni efforts.

Key Attributes

- Creative and strategically minded
- High degree of personal integrity, discretion, and confidentiality
- Value and utilize data analytics in decisions
- Demonstrated ability to manage interpersonal relationships
- Articulate speaker and skilled writer
- Ability to meet goals and objectives
- Effective organizational and marketing skills
- Ability to work independently as well as part of a team
- Familiarity with database computer systems and desktop 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

A bachelor's degree and five years of experience in fundraising or related field are required. Experience with higher education or a comparably complex organization and CFRE designation preferred.

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.

Guidelines are provided by the goals and objectives of the position, by fundraising strategies and techniques, by stewardship guidelines, and by the goals of the UMKC Foundation and the mission of the University. Confidentiality and discretion are mandatory.

Complexity

The ability to interact comfortably, tactfully, and effectively with varied internal and external constituencies is essential. Must display a high level of maturity and personal integrity and ability to understand, develop, and sustain resilient and dynamic relationships with donors, colleagues, and senior management.

Salary Range

\$80,000 - \$90,000 Commensurate with experience.

Environmental Demands

This position does not require unusual physical ability. Little physical exertion is involved, although considerable pressures exist; ability to handle tension and stress in a positive manner is required. No risks or discomforts are imposed upon this position by the physical surroundings or job situation. Frequent travel, as well as evening/weekend work, are required.

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.

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 backgrounds.