



Senior Director of Development, School of Medicine

Purpose: The Senior Director of Development leads the fundraising activities of the UMKC School of Medicine. Responsibilities include solicitation of major gifts (\$25,000+) and planned gifts 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 Schools of Pharmacy, Nursing & Health Studies, and Dentistry and is located on UMKC's Health Sciences Campus at 25th and Charlotte streets. The Senior Director of Major Gifts is an integral member of the UMKC Foundation team.

Organizational Relationships: The Senior Director of Development reports to the UMKC Foundation Assistant Vice President but works closely with the School of Medicine's Dean on fundraising priorities.

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. Work closely with the alumni director to establish a pipeline of mid-level donors who can grow to become leadership, major gift level, and planned giving donors.
4. Achieve annual goals for substantive donor interactions, proposals submitted and results from those proposals.
5. Effectively employ the Dean and key faculty as partners in strategy development, donor cultivation, and solicitation.
6. Collaborate with advisory boards to meet fundraising, alumni and marketing goals and objectives.
7. Ensure the communications and marketing efforts of the unit are coordinated with development and alumni efforts.
8. Work with the stewardship team to ensure timely and appropriate stewardship of donors, including assistance with the endowment impact reporting process.
9. Serve as a member of the development team (a group of dynamic, experienced professionals who work with collaborative spirit), attend monthly team meetings + annual retreat, and assist with fundraising goal setting.
10. Regularly complete data entry regarding donor interactions + proposal status and utilize Microsoft Office Suite products.
11. Perform all other duties as assigned.

UMKC Foundation Valued Attributes: At the UMKC Foundation, we seek team members who share and can perform their work per our valued attributes:

- **Integrity:** Build trustworthy relationships based on the highest ethical standards by using clear, authentic communications.
- **Resilient:** Display the energy and stamina to embrace the challenges and ambiguity of fundraising while maintaining self-confidence, humility, and a sense of purpose.
- **Expert Communicator:** Express self in a manner that creates a deep and meaningful connection with others and empathize with constituents or colleagues using sound judgment and diplomacy. These skills should apply equally to written and oral communications, including presentations.
- **Collaboration:** Provide expert analytical and problem-solving skills to all projects and meet the needs of the group with sound judgment, attention to details, ability to consistently meet deadlines and be expert in written and oral communications.
- **Leadership:** Strategically manage and wisely adjudicate competing priorities. Be willing to mentor and motivate those around you. Embrace innovative solutions with excitement and tenacity.

Minimum Qualifications: A bachelor's degree or equivalent combination of education and experience and at least 6 years of experience from which comparable knowledge and skills can be acquired is necessary.

Preferred Qualifications:

- 10+ years of fundraising, including major gift fundraising or related professional experience.
- Documented fundraising experience with major, principal and/or planned gifts prospects.
- Advanced degree.
- Experience with Higher Education
- Comfort and expertise interacting with high-level professionals and executives.
- Certified Fundraising Executive Certification (CFRE).

Hiring Salary Range:

\$90,000 - \$110,000 per year commensurate with experience, education and internal equity.

Work schedule:

Full-time, benefits eligible staff position. 8:00 a.m. - 5:00 p.m., Monday – Friday.
 Remote work is available, two days per week, after 90 days of employment.
 Occasional travel and sporadic evening/weekend work are required.

Supervisory Controls: Incumbent must be capable of working independently to accomplish the responsibilities of the position. Goals, priorities, and major projects are reviewed and discussed on an on-going basis with the Assistant Vice President.

Guidelines: 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,

Alumni, and Advancement teams, 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 colleagues and senior management.

Scope and Effect: This position significantly affects the success of the UMKC Foundation. Effective leadership in this role impacts UMKC's ability to meet its goals and provide the best possible education and conduct life-changing research.

Environmental Demands: This position does not require unusual physical ability. Little physical exertion is involved, although considerable pressures exist; the ability to handle tension and stress positively is required. No risks or discomforts are imposed upon this position by the physical surroundings or job situation. Travel requirements are minimal.

About the UMKC Foundation: The UMKC Foundation is a separate but affiliated enterprise devoted to raising funds for the university 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 Position will remain open until filled.

[Apply Now](#)

Equal Opportunity Employer

The UMKC Foundation is an equal opportunity employer. Equal Opportunity is and shall be provided for all employees and applicants for employment on the basis of their demonstrated ability and competence without unlawful discrimination on the basis of their race, color, national origin, ancestry, religion, sex, pregnancy, sexual orientation, gender identity, gender expression, age, disability, protected veteran status, or any other status protected by applicable state or federal law. This policy shall not be interpreted in such a manner as to violate the legal rights of religious organizations, or the recruiting rights of military organizations associated with the Armed Forces or the Department of Homeland Security of the United States of America.

Reasonable accommodations may be made to enable individuals with disabilities to perform the duties and functions of this job. If you believe you may have difficulty performing any of the duties or functions of this job, please contact the Office of Affirmative Action at (816) 235-1323.

Know Your Rights

To read more about Equal Employment Opportunity (EEO) please use the following links:

[Know Your Rights English Version](#)

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UMKC Foundation Statement on Diversity

We value the uniqueness of every individual and strive to ensure each person's success. Contributions from individuals with diverse backgrounds, experiences, and perspectives promote intellectual pluralism and enable us to achieve the excellence that we seek in learning, research, and engagement. This commitment makes our university a better place to work, learn, and innovate.

In your application materials, please discuss your experiences and expertise that support these values and enrich our teaching, research, and engagement missions.

Position will remain open until filled.