

Senior Director or Assistant Vice President for Planned
Giving, University Advancement
University at Buffalo, The State University of New York

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Posted Aug. 4, 2023, set to expire Aug. 4, 2024

Job Title	Senior Director or Assistant Vice President for Planned Giving, University Advancement
Department	University Advancement
Institution	University at Buffalo, The State University of New York Buffalo, New York
Date Posted	Aug. 4, 2023
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager Vice-(President/Provost/Chancellor)
Academic Field(s)	Development/Institutional Advancement
Job Website	https://www.ubjobs.buffalo.edu/postings/44404

Apply By Email

Job Description

University Advancement has a vacancy for a highly-motivated and energetic individual who will be tasked with securing planned gifts for the University at Buffalo. A **Senior Director or Assistant Vice President for Planned Giving** title will be determined by the appointee's level of qualification and experience. A relocation to Buffalo, NY would not be required for the right candidate, particularly for those candidates that live in key strategic regions of the United States including West Coast, Northeast or Southeast.

Joining a dynamic team of fundraising professionals, the Senior Director/Assistant Vice President is responsible for helping to advance a comprehensive program that successfully meets the university's goals for short and long-term private support. Using a multi-tiered, donor-centric approach, the Sr.

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Director/AVP will work with potential donors to identify ways to achieve their financial goals and maximize philanthropic giving.

Duties and assignments include:

- Identify, cultivate, solicit, and steward a portfolio of 100 prospects and donors in key geographic regions, capable of gifts of \$100,000 or more (for Sr. Director) or \$500,000 or more (for AVP), particularly those of a deferred or more complex nature. Support comparable efforts of key internal partners.
- Draft and support the drafting of gift proposals and ancillary materials designed to encourage planned gifts, specifically bequests, charitable gift annuities, charitable remainder trusts and lead trusts along with the gifting of assets beyond cash and marketable securities.
- Ability to travel 65% (or 85-90% if regionally based), including local visits, and work evenings and occasional weekends.

Desired candidates are those that seek a challenging and metrics-oriented opportunity within a complex, diverse, and multidisciplinary organization. We are looking for candidates who demonstrate intellectual curiosity, ambition, tenacity, and self-motivation, as well as a passion for the socio-economic impact of higher education on families and our communities. Our team is goal-oriented, supportive, innovative and fun, and we are looking for new colleagues who bring fresh perspectives and ideas.

Outstanding Benefits Package

Working at UBF comes with benefits that exceed salary alone. There are personal rewards including comprehensive health and retirement plan options. We also focus on creating and sustaining a healthy mix of work, personal and academic pursuit - all in an effort to support your work-life effectiveness. Visit our UBF benefits website to learn about our [benefit packages](#).

Division of University Advancement

Building stronger connections with UB's 280,000+ alumni and donors worldwide is critical to the university's goal: to situate UB among the nation's top 25 public research universities. UB alumni and friends are grateful and generous, supporting the largest, most ambitious fundraising campaign the university has ever launched. Through the Boldly Buffalo: The Campaign for UB, we seek to raise \$1 billion. We invite you to join our University Advancement team and be part of our historic efforts.

About The University at Buffalo

The University at Buffalo (UB) #ubuffalo is one of America's leading public research universities and a flagship of the State University of New York system, recognized for our excellence and our impact. UB is a premier, research-intensive public university dedicated to academic excellence. Our research,

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creative activity and people positively impact the world. Like the city we call home, UB is distinguished by a culture of resilient optimism, resourceful thinking and pragmatic dreaming that enables us to reach others every day. Visit our website to learn more about the [University at Buffalo](#).

University at Buffalo is an affirmative action/equal opportunity employer and, in keeping with our commitment, welcomes all to apply including veterans and individuals with disabilities.

Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact

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