

Senior Director of Development and Alumni The Fletcher
School
Tufts University

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Posted Oct. 5, 2022, set to expire Feb. 17, 2023

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| Job Title | Senior Director of Development and Alumni The Fletcher School |
| Department | Tufts University |
| Institution | Tufts University Medford, Massachusetts |
| Date Posted | Oct. 5, 2022 |
| Application Deadline | Open until filled |
| Position Start Date | Available immediately |
| Job Categories | Director/Manager |
| Academic Field(s) | Development/Institutional Advancement Alumni Relations |
| Job Website | https://jobs.tufts.edu/jobs/17981?lang=en-us&iis=Job+Board&iisn=AcademicKeys |
| Apply Online Here | https://jobs.tufts.edu/jobs/17981?lang=en-us&iis=Job+Board&iisn=AcademicKeys |
| Apply By Email | |
| Job Description | |

Overview

Tufts University Advancement Division seeks a dynamic, experienced developmental professional to serve as Senior Director for the Fletcher School.

Tufts University Advancement Division (UA) is a comprehensive development and alumni engagement enterprise with a staff complement of approximately 200 full time employees. Units within UA include development/fundraising, alumni engagement, stewardship and donor relations, special events, gift processing, research and prospect management, gift planning, corporate and foundation relations, and information systems and management. UA's mission is to build strong relationships with Tufts University's

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constituents, match donor interests with the University's needs and priorities, and secure the financial resources necessary for Tufts to achieve excellence in teaching, research and scholarship. The Division is strongly committed to serving the academic agenda of the University and creating a culture of philanthropy in the extended Tufts community. Integrity, collegiality, diversity, accountability, mutual trust and respect for the individual, as well as the intentions of our donors, are the values that guide the work of the Division.

The University is currently in a \$1.5B campaign called Brighter World, which ends on June 30, 2023.

The Fletcher School

Located on Tufts University's Campus in Medford, Massachusetts, The Fletcher School remains true to its 89-year-old mission, offering a broad professional education in international relations for students committed to maintaining the stability and prosperity of a complex, challenging, and increasingly global society. Students develop a worldwide perspective that empowers them to become responsible and effective experts in international affairs. Diversity and inclusion are woven into the fabric of The Fletcher School. It actively seeks out differing perceptions, cultures, and experiences critical to understanding the issues encompassing today's world. The School is renowned for its valuable library and distinguished faculty, including Dean Rachel Kyte, who has received numerous awards for her leadership in climate and sustainable development and was honored by the late Queen Elizabeth for her key efforts combating climate change and her service in the field of sustainable energy.

What You'll Do

Reporting to the Executive Director, University Advancement, the Senior Director of Development and Alumni Relations, will collaborate closely with the Dean, senior staff, faculty, and University Advancement (UA) staff to design and implement a comprehensive strategy and action plan to expand and diversify philanthropic support and constituent involvement with the School. A significant portion of the Senior Director's efforts will be focused on the cultivation and closure of major gifts, often working in concert with the Dean. In addition, the Senior Director will be responsible for building and managing a high-performing team of professionals as well as coordinating efforts with other UA colleagues to ensure fundraising is aligned with the priorities set by the Dean.

What We're Looking For

Basic Requirements

- Knowledge and skills typically acquired through a bachelor's degree and 10+ years of experience
- Extensive knowledge in a leadership role in philanthropy
- Proven track record in structuring proposal and securing major/leadership gifts in complex higher education environment
- Demonstrated experience in managing professional fundraising team
- Expert interpersonal and relationship building skills
- Excellent verbal, written and presentation skills

Preferred Qualifications:

- Strong knowledge of major gift and annual fund strategies



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- Demonstrated success in closing six figure and seven figure gifts

Contact Information

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

Contact

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