

Director of Development -The Fletcher School
Tufts University

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Posted Dec. 21, 2022, set to expire Dec. 31, 2023

Job Title	Director of Development -The Fletcher School
Department	
Institution	Tufts University Medford, Massachusetts
Date Posted	Dec. 21, 2022
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Development/Institutional Advancement
Job Website	https://jobs.tufts.edu/jobs/17445?lang=en-us&iis=Job+Board&iisn=AcademicKeys
Apply By Email	
Job Description	

Overview

For more than 85 years, The Fletcher School at Tufts University has worked to educate and prepare individuals for positions of national and international leadership and influence. Through a deep and multifaceted understanding of the world's most pressing challenges, and with the guiding principles of mutual benefit, security, and justice, our community endeavors to maintain the stability and prosperity of the complex and increasingly global society of the 21st century.

The University Advancement Division (UA) is a comprehensive development and alumni relations enterprise with a staff complement of approximately 200 FTE. Functional units within UA include development/fundraising, alumni relations, stewardship and donor relations, advancement communications, special events, gift processing, research, prospect management, gift planning, corporate and foundation relations, information systems and management and infrastructure services. UA's mission is to build strong relationships with Tufts University's 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 to

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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.

What You'll Do

The Director of Development is a key member of the Advancement Team and plays a vital role in the department's achievement of its fundraising goals. The Director of Development will oversee the following areas: and capital/major gifts and stewardship.

This position will build and manage a portfolio of donors and prospects, schedule meetings throughout the year to qualify, cultivate, solicit and steward those individuals, with the goal of increasing donor engagement and support. As a part of the school's development team, s/he will also work with staff members to manage budgets, guarantee the high-quality stewardship of donors, ensure the proper processing and acknowledgment of gifts and pledges, and implement additional strategies to introduce new donors/friends to the school. The director will also assist the Senior Director in formulating overall fundraising strategy for the department

What We're Looking For

Basic Requirements:

- Bachelor's Degree.
- 7-10 years' experience.
- Extensive depth and breadth of knowledge and experience in philanthropy, securing major/leadership gifts.
- Advanced interpersonal and relationship building skills.
- Excellent verbal, written and presentation skills.
- Experience managing or mentoring fund-raising staff.

Contact Information

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

Contact



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