

Executive Director/Assistant Vice President for Regional  
Advancement  
University at Buffalo, The State University of New York

Direct Link: <https://www.AcademicKeys.com/r?job=221315>

Downloaded On: Jul. 3, 2024 1:40am

Posted Sep. 14, 2023, set to expire Aug. 4, 2024

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|-----------------------------|-----------------------------------------------------------------------------------------------------------|
| <b>Job Title</b>            | Executive Director/Assistant Vice President for Regional Advancement                                      |
| <b>Department</b>           | University Advancement                                                                                    |
| <b>Institution</b>          | University at Buffalo, The State University of New York<br>Buffalo, New York                              |
| <b>Date Posted</b>          | Sep. 14, 2023                                                                                             |
| <b>Application Deadline</b> | Open until filled                                                                                         |
| <b>Position Start Date</b>  | Available immediately                                                                                     |
| <b>Job Categories</b>       | Senior Executive Officer                                                                                  |
| <b>Academic Field(s)</b>    | Development/Institutional Advancement                                                                     |
| <b>Job Website</b>          | <a href="https://www.ubjobs.buffalo.edu/postings/45138">https://www.ubjobs.buffalo.edu/postings/45138</a> |

**Apply By Email**

**Job Description**

The University at Buffalo seeks a richly experienced, highly accomplished, and dynamic individual to serve in its newly created position, **Executive Director/Assistant Vice President for Regional Advancement** in the [Division of University Advancement](#). The title considered will be dependent on the candidate's qualifications and breadth of experience. The incumbent will play an integral role in establishing a comprehensive advancement program within the Northeast region United States, geared to successfully meet the university's goals for short and long-term private support. Applicants that live within this regional corridor are encouraged to apply.

This position is an exciting opportunity within New York's largest flagship university as the Advancement team continues to drive actions that support the achievement of the university's top 25 ambitions. We look forward to welcoming to our team a highly motivated and goal-oriented professional

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with exceptional interpersonal skills and an ability to develop meaningful relationships both with campus partners and external constituents. The ideal candidate will be a leader, problem-solver, see a challenge as an opportunity, and find motivation in a metrics-based higher education fundraising program.

Job responsibilities will include:

- Develop and manage a regionally-based donor/prospect portfolio of approximately 75 individuals capable of making major gifts of \$100K+ (dependent on title), including those in early-stage cultivation and/or with whom the university has little to no relationship. Conduct a minimum of 100 donor/prospect visits per year.
- In collaboration with engagement staff, plan a comprehensive regional program, designed to increase engagement, perceptually lessen the distance between the university and geographically removed areas, and increase philanthropic support from its alumni and friends that live in the Northeast region of the United States. Develops focus areas in preparation for presidential and other senior level visits.
- Work closely with the Vice President for University Advancement and colleagues within the Division of University Advancement, as well as deans, faculty, and key volunteers within UB's schools/units to pursue a coordinated and strategic program of cultivation, solicitation and stewardship of major gift prospects and donors.

### **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 nearly 300,000 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

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university has ever launched. Through 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, 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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