

Director International Fundraising Tufts University

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Posted Sep. 27, 2024, set to expire Feb. 9, 2025

Job Title	Director International Fundraising
Department	Advancement Division
Institution	Tufts University Medford, Massachusetts
Date Posted	Sep. 27, 2024
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/20982?lang=en-us&iis=Job+Board&iisn=AcademicKeys
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Job Description	

Overview

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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 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. UA 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

What You'll Do

Director of International Fundraising will identify, cultivate and solicit highly rated international fundraising prospects and collaborate with university partners to strengthen the Tufts community in key international centers. The director will manage a portfolio of both major gift and principal gift prospects.

Essential Functions:

- Work collaboratively within University Advancement with VP, and Sr VP to develop a comprehensive international fundraising strategy to secure gifts of \$1M+ to support university priorities.
- Identify, cultivate, and solicit principal gifts prospects rated at \$1M+ from a portfolio of 40-60 prospects consisting of Tufts alumni, parents and friends living in targeted international countries. Meet annual fundraising metrics for personal visits, solicitations, and gift closures.
- Serve as head of international fundraising team within University Advancement to discuss and develop collaborative and strategic partnerships across the university to enhance the cultivation and solicitation of high priority international prospects.
- Work with the Office of Prospect Research to identify and qualify principal and major gifts prospects from the Tufts alumni and parent community living abroad.
- Organize and participate in 3-4 international fundraising trips per year to targeted countries in Asia and Europe. Seek opportunities to expand focus into other international markets if warranted. Trips may involve travel with president, provost, deans, faculty members or other senior administrators.
- Serve as international expert for University Advancement and other university partners.
- Build relationships with key university centers/offices/departments dedicated to supporting international students and international initiatives.
- Hire and manage the Assistant/Associate Director of International Fundraising.
- Collaborate and partner with the Office of Alumni Engagement to develop cultivation events in key international cities. These may include small strategic gatherings targeted to cultivate highly rated

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fundraising prospects or larger more inclusive events to engage targeted prospects and strengthen the Tufts community in the region.

Please include a cover letter with your application.

What We're Looking For

Basic Requirements:

- Knowledge and experience typically acquired by a Bachelor's degree and 7+ years of related experience.
- Demonstrated success of raising 7-figure gifts.
- High comfort level with frequent travel abroad to Europe and Asia, including South Asia.
- Strong organizational and writing skills.

Preferred Qualifications:

- Bachelor's degree and 10+ years of related experience.
- Demonstrated success of raising principal gifts of \$1M and greater, ideally in a university environment. High comfort level with frequent travel abroad to Europe and Asia, including South Asia.
- Some management experience and demonstrated ability to collaborate and partner with others.
- Strong organizational and writing skills.
- A working knowledge of a foreign language is optional but encouraged.
- Demonstrates strong global aptitude.

Pay Range

Minimum \$138,250.00, Midpoint \$172,800.00, Maximum \$207,350.00

Salary is based on related experience, expertise, and internal equity; generally, new hires can expect pay between the minimum and midpoint of the range.

Contact Information



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

Contact

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