

Senior Director of Advancement  
University at Buffalo

Direct Link: <https://www.AcademicKeys.com/r?job=254925>

Downloaded On: Apr. 4, 2025 11:25pm

Posted Mar. 26, 2025, set to expire Jul. 24, 2025

<b>Job Title</b>	Senior Director of Advancement
<b>Department</b>	Jacobs School of Medicine and Biomedical Sciences
<b>Institution</b>	University at Buffalo Buffalo, New York
<b>Date Posted</b>	Mar. 26, 2025
<b>Application Deadline</b>	03/26/2026
<b>Position Start Date</b>	Available immediately
<b>Job Categories</b>	Director/Manager
<b>Academic Field(s)</b>	Development/Institutional Advancement
<b>Apply Online Here</b>	<a href="https://apptrkr.com/6104147">https://apptrkr.com/6104147</a>
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<b>Job Description</b>	

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**Senior Director of Advancement, Jacobs School of Medicine and Biomedical Sciences**

### Position Information

**Position Title:** Senior Director of Advancement, Jacobs School of Medicine and Biomedical Sciences

**Department:** University Advancement

**Posting Link:** <https://www.ubjobs.buffalo.edu/postings/56435>

**Job Type:** Full-Time

### Posting Detail Information

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### Position Summary

The University at Buffalo is seeking a **Senior Director of Advancement** to lead philanthropic growth for the Jacobs School of Medicine and Biomedical Sciences within [University Advancement](#). Reporting to the Assistant Vice President for Advancement, the Senior Director will play a pivotal role in securing major gifts of \$100,000+, fostering meaningful donor relationships, and advancing the schools mission.

This is an exciting opportunity for a dynamic and results-driven fundraising professional eager to shape and elevate the universitys advancement efforts. This position may offer flexibility for remote work depending on location and other factors. Occasional campus visits will be required.

### Key Responsibilities:

- Develop and manage a portfolio of major gift prospects, cultivating, soliciting, and stewarding donors capable of making gifts of \$100,000+.
- Establish and maintain strategic relationships with alumni, grateful patients, and friends to support the schools philanthropic priorities.
- Conduct extensive travel to meet with prospects, ensuring a minimum of 132 donor visits annually.
- Collaborate with the Assistant Vice President for Advancement, dean, faculty, and volunteers to align fundraising efforts with institutional priorities.
- Support and participate in advancement-related councils, university-wide initiatives, and professional development activities.
- Maintain accurate donor records in the universitys CRM system and ensure compliance with all policies and procedures for gift acceptance and acknowledgment.

### Ideal Candidate Profile:

- Proven track record in major gift fundraising and donor engagement, preferably within higher education, healthcare, or a complex nonprofit environment.
- Strong ability to develop relationships, communicate effectively, and align donor interests with institutional needs.
- High level of motivation, professionalism, and commitment to the universitys mission.
- Willingness to travel extensively and manage a dynamic portfolio of prospects.

This role offers a unique opportunity to make a lasting impact on the future of medical education and research at the University at Buffalo. If you are a passionate advancement professional seeking a

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challenging and rewarding opportunity, we encourage you to apply!

### **Division of University Advancement**

At the University at Buffalo, our Division of University Advancement plays a pivotal role in advancing our mission. With a historic \$1 Billion Boldly Buffalo campaign recently concluded in June 2024, where more than 80,000 alumni and donors generously contributed, were on the cusp of greatness. Our goal? To propel UB into the top 25 of national public research universities within the next decade. As part of our team, you'll build strong connections with alumni and donors worldwide, shaping the future of our institution. Join us and be part of a team that changes the world!

### **About the University at Buffalo**

The University at Buffalo (UB) #ubuffalo is one of Americas 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.

### **Minimum Qualifications**

- Bachelors degree.
- A minimum of seven to ten years of fundraising or comparable revenue-generation experience, including personal solicitation and proven success in goal achievement.
- Excellent written and oral communication skills; negotiation skills; and the ability to deal with complex concepts and ambiguity;
- Strong problem solving and oral and written communication skills.
- Excellent interpersonal skills, including the ability to listen and interact effectively with donors or high-level volunteers.
- Technical/digital competence.
- Demonstrated commitment to collaboration as well as the ability to work well both independently and collectively with a diverse team and donor/prospect constituency.
- Ability to travel up to 75% of the time nationally with a key focus on key alumni/donor markets, and work evenings and occasional weekends.

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**Preferred Qualifications**

Advanced degree

**Physical Demands**

**Salary Range**

\$100,000 - \$132,000

**Special Instructions Summary**

**Is a background check required for this posting?**

No

**Contact Information**

**Contact's Name:** Judy Mackey

**Contact's Pronouns:**

**Contact's Title:** Human Resources Officer

**Contact's Email:** [jmackey@buffalo.edu](mailto:jmackey@buffalo.edu)

**Contact's Phone:** 716-645-1526

**Posting Dates**

**Posted:** 03/26/2025

**Deadline for Applicants:** Open Until Filled

**Date to be filled:** 05/01/2025



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**Contact Information**

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

**Contact**

N/A

University at Buffalo

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