

Senior Director of Development (0463U) - College of
Engineering
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=255722>

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Posted Apr. 15, 2025, set to expire Jul. 1, 2025

Job Title	Senior Director of Development (0463U) - College of Engineering
Department	
Institution	University of California, Berkeley Berkeley, California
Date Posted	Apr. 15, 2025
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Development/Institutional Advancement
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Job Description

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Senior Director of Development (0463U) - College of Engineering

About Berkeley

At the University of California, Berkeley, we are dedicated to fostering a community where everyone feels welcome and can thrive. Our culture of openness, freedom and belonging make it a special place for students, faculty and staff.

As a world-leading institution, Berkeley is known for its academic and research excellence, public mission, diverse student body, and commitment to equity and social justice. Since our founding in 1868, we have driven innovation, creating global intellectual, economic and social value.

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We are looking for applicants who reflect California's diversity and want to be part of an inclusive, equity-focused community that views education as a matter of social justice. Please consider whether your values align with our [Guiding Values and Principles](#), [Principles of Community](#), and [Strategic Plan](#).

At UC Berkeley, we believe that learning is a fundamental part of working, and provide space for [supportive colleague communities via numerous employee resource groups](#) (staff organizations). Our goal is for everyone on the Berkeley campus to feel supported and equipped to realize their full potential. We actively support this by providing all of our full-time staff employees with at least 80 hours (10 days) of paid time per year to engage in professional development activities. Find out more about how you can [grow your career](#) at UC Berkeley.

Departmental Overview

The College of Engineering at UC Berkeley is recognized for its educational and research excellence, currently ranked as the #2 undergraduate Engineering program in the United States. With more than 250 regular faculty members, 6,831 graduate and undergraduate students, Engineering is the second largest college on the Berkeley campus. The College is composed of seven academic departments (all ranked in the top ten nationally) and numerous innovative research centers spanning the fields of nanotechnology, computer science, energy, health care technologies, the environment and much more. From starting new major programs like aerospace engineering and tackling global challenges related to health and climate change, we are continually finding new ways to collaborate and innovate.

The College Development team supports the College's core projects and programs through private fundraising efforts designed to reach over 60,000 alumni, friends, students, foundations, and corporate partners. The College regularly secures over \$100M million in private gifts and is consistently among the top fundraising units within the university.

Reporting to the Assistant Dean of Development, the Senior Director of Development works to identify, cultivate, solicit, and structure major and special gifts from individuals, focusing on commitments of \$500,000 and above. The Senior Director works closely with College leadership to maximize substantial giving to the College. Through this collaboration, the Senior Director develops and implements tailored action plans for a portfolio of prospects and donors.

This position is a pivotal member of the Development Team, which includes four other senior major gift officers, two Berkeley Engineering Fund fundraisers, and Donor Relations and Campaign Operations team. An ideal addition to our team would have 5+ years experience as a front-line, major gifts officer, a strong interest in higher education, and a deep intellectual curiosity about technology innovations and

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their impact on society.

Application Review Date

The First Review Date for this job is: April 24, 2025 - Open Until Filled

Responsibilities

65% Serves as a lead development professional responsible for the identification, cultivation, solicitation, and stewardship of major gift level prospective donors. Maintains a portfolio of 75-100 major donor prospects, the bulk of whom have the capacity to give \$250,000 or more. Raises at least \$2 million per year once established with an appropriate portfolio, and makes at least 10 in-person or virtual visit contacts per month.

10% Facilitates, designs, and implements highly specialized program activities, including the development of new fundraising strategies and proposals. Analyzes needs and creates strategies for fundraising and other advancement programs.

10% Develops, creates, writes, implements, and evaluates strategies for cultivation and direct solicitation of major gifts. Presents formal fundraising proposals to major donors and prospects or prepares senior management, including the Dean of the College and Department Chairs, to present proposals.

5% Serves as resource for assigned area of expertise, interacting with prospects, donors, staff and outside professionals to provide information, advice and counsel regarding assigned specialized program(s).

5% Creates, establishes and evaluates methods for building/maintaining prospect and volunteer constituencies and identifies, recruits, and directs the activities of high level volunteers.

5% Special Projects and other duties as assigned.

Required Qualifications

- Bachelor's degree in related area and/or equivalent experience/training.

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- Expert knowledge of all aspects of fundraising, donor and public relations-or other relevant areas of higher education.
- Expert knowledge of the Berkeley campus or in a large, complex, institution; interest the landscape of higher education nationally.
- Expert knowledge of the campus including its vision, mission, goals, objectives, achievements and infrastructure.
- Expert knowledge of all applicable laws, rules, regulations, institutional policies, et cetera.
- Expert written, oral and interpersonal communication skills, including advanced political acumen, to establish and maintain good working relationships at all organizational levels and with outside constituencies, including donors and volunteers.
- Expert skill in making persuasive and compelling presentations of campus goals/objectives and in securing gifts.
- Expert analytical, critical thinking, problem recognition/avoidance/resolution skills.
- Expert project/program management skills, including skill in setting and meeting program/project goals and objectives within budget and time constraints.
- Skills to meet or exceed fundraising goals and objectives.

Salary & Benefits

For information on the comprehensive benefits package offered by the University, please visit the University of California's [Compensation & Benefits](#) website.

Under California law, the University of California, Berkeley is required to provide a reasonable estimate of the compensation range for this role and should not offer a salary outside of the range posted in this job announcement. This range takes into account the wide range of factors that are considered in making compensation decisions including but not limited to experience, skills, knowledge, abilities, education, licensure and certifications, analysis of internal equity, and other business and organizational needs. It is not typical for an individual to be offered a salary at or near the top of the range for a position. Salary offers are determined based on final candidate qualifications and experience.

The budgeted salary or hourly range that the University reasonably expects to pay for this position is \$121,100 to \$233,900 yearly (\$10,091.67 to \$19,491.67 monthly). This is a 100% FTE career position eligible for full benefits. This position is FLSA Exempt and paid monthly.

How to Apply

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To apply, please submit your resume and cover letter.

Referral Source info

This job is part of the Employee Referral Program. If a UC Berkeley employee is referring you, please ensure you select the **Referral Source** of "UCB Employee". Then enter the **Employee's Name** and **Berkeley E-mail** address in the **Specific Referral Source** field. Please enter only one name and email.

Conviction History Background

This is a designated position requiring fingerprinting and a background check due to the nature of the job responsibilities. Berkeley does hire people with conviction histories and reviews information received in the context of the job responsibilities. The University reserves the right to make employment contingent upon successful completion of the background check.

Misconduct Disclosure

As a condition of employment, the final candidate who accepts a conditional offer of employment will be required to disclose if they have been subject to any final administrative or judicial decisions within the last seven years determining that they committed any misconduct; received notice of any allegations or are currently the subject of any administrative or disciplinary proceedings involving misconduct; have left a position after receiving notice of allegations or while under investigation in an administrative or disciplinary proceeding involving misconduct; or have filed an appeal of a finding of misconduct with a previous employer.

"Misconduct" means any violation of the policies or laws governing conduct at the applicant's previous place of employment, including, but not limited to, violations of policies or laws prohibiting sexual harassment, sexual assault, or other forms of harassment, discrimination, dishonesty, or unethical conduct, as defined by the employer. For reference, below are UC's policies addressing some forms of misconduct:

[UC Sexual Violence and Sexual Harassment Policy](#)

[UC Anti-Discrimination Policy](#)

[Abusive Conduct in the Workplace](#)

Equal Employment Opportunity

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified

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applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status. For more information about your rights as an applicant, please see the [U.S. Equal Employment Opportunity Commission](#) poster.

The [University of California's Affirmative Action policy](#).

The [University of California's Anti-Discrimination policy](#).

To apply, visit

https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS_HRAM_FL.HRS.CG_S

Contact Information

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

Contact

N/A

University of California, Berkeley

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