

Associate AD, Major Gifts - Auburn Athletics  
Auburn University

Direct Link: <https://www.AcademicKeys.com/r?job=257092>

Downloaded On: Jul. 21, 2025 9:07am

Posted May 19, 2025, set to expire Oct. 31, 2025

**Job Title** Associate AD, Major Gifts - Auburn Athletics  
**Department** Athletic Development TUF Contract  
**Institution** Auburn University  
Auburn, Alabama

**Date Posted** May 19, 2025

**Application Deadline** Open until filled  
**Position Start Date** Available immediately

**Job Categories** Associate/Assistant Director

**Academic Field(s)** Development/Institutional Advancement  
Athletics

**Job Website** <https://www.auemployment.com/postings/53666>

**Apply By Email**

**Job Description**

**Job Summary**

**[Auburn University Athletics](#) is recruiting for an Associate AD, Major Gifts to join our Tigers Unlimited team!** The Tigers Unlimited Foundation is committed to advancing Auburn Athletics to be the best school for the best athletes in the nation. This position directs and has primary responsibility for the day-to-day management of the Tigers Unlimited Foundation development staff under the supervision of the Senior Associate AD of Development. This position is also responsible for raising principal gifts (\$1 million and greater) to enable the unit to fulfill its mission of supporting the Auburn Athletics Department and its mission. Additionally, this position will provide strategy, leadership, direction, coordination, and management of all levels of giving.

**Essential Functions**

## Associate AD, Major Gifts - Auburn Athletics Auburn University

Direct Link: <https://www.AcademicKeys.com/r?job=257092>

Downloaded On: Jul. 21, 2025 9:07am

Posted May 19, 2025, set to expire Oct. 31, 2025

- Collaborates with the Senior Associate AD of Development to design and implement fundraising strategies to meet the athletics department's annual and long-term goals.
- Identifies, cultivates, and solicits major gift prospects for gifts of \$1 million or more to support Tigers Unlimited Foundation priorities and meet individual and team fundraising goals.
- Conducts 100-140 significant in-person donor visits annually with a focus on advancing prospects to close gifts.
- Presents proposals or makes solicitations to secure private support to meet individual goals and goals of the foundation.
- Effectively works with donors to facilitate gifts.
- Monitors monthly gift and pledge totals; work with staff to strategize on solicitations and closing gifts.
- Provides leadership, coaching, and performance management for development staff, including conducting annual performance evaluations, promoting professional growth, and maintaining a high-performing, collaborative team environment. Fosters a learning environment by involving others, delegating appropriately, and addressing conflict situations constructively.
- Develops, monitors, and oversees the budget for development fundraising operations.
- Develops strategic plan for development officers by establishing monthly goals for donor visits, solicitations, and proposals.
- Works in conjunction with the Sr Associate AD, develops, manages, and assigns prospect lists to development officers for Auburn University Athletics Capital campaign solicitations.
- Represents and participates in Central Advancement and Professional Development Meetings and Activities on behalf of Tigers Unlimited Foundation.
- Keeps the Senior Associate AD of Development informed on progress toward goals, new plans and proposals, and ensures that a cooperative team effort is made to meet goals and objectives.

### Why Work at Auburn?

- **Life-Changing Impact:** Our work changes lives through research, instruction, and outreach, making a lasting impact on our students, our communities, and the world.
- **Culture of Excellence:** We are committed to leveraging our strengths, resources, collaboration, and innovation as a top employer in higher education.
- **We're Here for You:** Auburn offers generous benefits, educational opportunities, and a culture of support and work/life balance.
- **Sweet Home Alabama:** The Auburn/Opelika area offers southern charm, vibrant downtown scenes, top-ranked schools, and easy access to Atlanta, Birmingham, and the Gulf of Mexico beaches.
- **A Place for Everyone:** Auburn is committed to fostering an environment where all faculty, staff, and students are welcomed, valued, respected, and engaged.

**Associate AD, Major Gifts - Auburn Athletics  
Auburn University**

Direct Link: <https://www.AcademicKeys.com/r?job=257092>

Downloaded On: Jul. 21, 2025 9:07am

Posted May 19, 2025, set to expire Oct. 31, 2025

Ready to lead and shape the future of higher education? Apply today! War Eagle!

**Minimum Qualifications**

- Bachelor's degree
- 7 years of experience in gift solicitation or development fundraising that includes fundraising and/or gift solicitation of high value gifts.

**Minimum Skills, License, and Certifications**

**Minimum Skills and Abilities**

- Knowledge of National Collegiate Athletic Association (NCAA) regulations related to fund raising. Knowledge of budget planning and donor record systems. Prior experience in or knowledge of the Tigers Unlimited ticket priority system. |
- A demonstrated record of successful major gift solicitations and experience designing and executing donor identification, cultivation, solicitation and stewardship strategies. |
- Demonstrated successful coaching/mentoring relationship of development professionals. Preference given to candidates with experience/knowledge of athletics ticket priority system.
- Experience or knowledge of an athletics ticket priority system.

**Contact Information**

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

**Contact**

,