

Senior Director of Development - Samuel Ginn College of
Engineering
Auburn University

Direct Link: <https://www.AcademicKeys.com/r?job=262988>

Downloaded On: Sep. 26, 2025 9:53am

Posted Sep. 25, 2025, set to expire Jan. 25, 2026

Job Title	Senior Director of Development - Samuel Ginn College of Engineering
Department	Engineering Constituency Adv
Institution	Auburn University Auburn, Alabama
Date Posted	Sep. 25, 2025
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Development/Institutional Advancement
Job Website	https://www.auemployment.com/postings/56179
Apply By Email	
Job Description	

Job Summary

INTERNAL POSTING: Only current, non-temporary, Auburn University or AUM employees outside of their probationary period are eligible to apply.

Auburn Advancement and the Samuel Ginn College of Engineering is excited to begin the search for a Senior Director of Development to join our philanthropy team! In this position, you will guide a high-performing team of fundraisers, collaborate with university and industry partners, and drive philanthropic success to support the strategic priorities of the Samuel Ginn College of Engineering.

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What You'll Do:

- **Lead and Inspire:** Mentor and manage a team of development professionals, ensuring clarity of goals, accountability, and a culture of high performance. Coach and develop team members to foster professional growth.
- **Build Relationships and Raise Support:** Personally manage a portfolio of major gift prospects, traveling to cultivate, solicit, and steward donors whose support will drive the College's initiatives forward.
- **Develop Strategy and Evaluate Impact:** Meet and exceed unit goals and monitor progress towards benchmarks. Evaluate team effectiveness and develop tailored solicitation strategies to ensure fundraising success.
- **Partner for Progress:** Work closely with the Dean and the Associate Vice President of Philanthropy to align advancement strategies with institutional goals. Guide and support campaign committees and advisory councils to maximize impact.

Why You'll Love It Here:

- **Impactful Work:** Your efforts will directly contribute to the growth and success of Auburn University and its priorities.
- **Collaborative Environment:** Join a team of dedicated professionals who are committed to making a difference.
- **Purpose Driven Work:** Align your passion and fulfillment to your work, where you're trusted to reach your full potential and achieve your pinnacle career experience.
- **Culture by Design:** Thrive in a culture that champions respect, accountability, and professional development.

Now is the perfect time to join Auburn Advancement, a dynamic team encompassing Operations and Strategy, Culture and Talent, Engagement, Philanthropy, and Communications. Under the visionary leadership of Senior Vice President Rob Wellbaum – a seasoned and respected advancement professional – our organization is set to revolutionize the future of Advancement.

Essential Functions

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Purpose:

- Provide strategic leadership and direction for all development activities within the Samuel Ginn College of Business, ensuring alignment with the college's mission and fundraising priorities.
- Lead personal and team-based efforts to secure major and leadership-level gifts that advance the college's goals and initiatives.

Collaboration:

- Partner with the Dean to align fundraising strategies with academic goals.
- Work with volunteer leaders, faculty, Advancement peers, and external partners to cultivate relationships and secure support.
- Collaborate regularly with the Associate Vice President of Philanthropy to ensure goals and strategies are aligned across the institution.

Innovation:

- Assess and refine team solicitation strategies and stewardship programs using performance data and best practices.
- Encourage creativity and continuous improvement within your team, identifying and eliminating barriers to success.

Production:

- Monitor and report on monthly and annual fundraising performance, ensuring metrics and benchmarks are met or exceeded.
- Manage the unit's budget and allocate resources strategically to drive donor engagement and fundraising results.
- Prepare high-impact proposals, presentations, and donor communications that reflect the college's vision and fundraising priorities.

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

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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.

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

Minimum Qualifications

- Bachelor's degree in Business Administration, Marketing, Communications, Public Relations, or related field
- 10 years experience in team management, major gift solicitation, or extensive experience selling ideas, services, products to C-level decision-makers.

Contact Information

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

Contact

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