

About the Department

North Carolina State University (NC State) was founded in 1887 with the purpose of creating economic, societal and intellectual prosperity for the people of North Carolina. Today it is the largest university in North Carolina with more than 34,000 high-performing students, 8,000 pre-eminent faculty and staff and 205,000 alumni. NC State is known for its leadership in research, education and service and, as a research extensive university, is recognized for its strengths in science, engineering and technology. The University consistently ranks among the top public national universities and one of the best values in higher education.

In 2016, NC State launched the Think & Do the Extraordinary Campaign, the most ambitious fundraising effort in the history of the university with a \$1.6 billion goal. Priorities include dramatically increasing endowment to benefit students and faculty, enhancing facilities and strengthening support for current operations.

The Mission of the North Carolina Textile Foundation is to promote the welfare, future development and reputation of the Wilson College of Textiles at North Carolina State University as the premier institution for textile education and research. As a nonprofit organization, the Foundation supports the Wilson College and Dean by providing funds for scholarships to deserving undergraduate and graduate students, recruitment and retention of highly qualified educators and researchers and placement of graduates. The Foundation also assists in the acquisition and maintenance of state-of-the-art equipment and facilities for research and education.

In collaboration with University Advancement and reporting to the Dean of the Wilson College of Textiles, the Foundation team works to facilitate communication, internally and externally, and to enhance the image of the Wilson College, and the University to provide meaningful programs and service to alumni and friends; to build and sustain a strong volunteer leadership network; to raise money from private sources; to manage the collection, investment, and distribution of private gifts and private income for the North Carolina Textile Foundation; to manage an effective alumni and development database and gift system; and to coordinate with the General Administration as needed.

Essential Job Duties

The Director of Philanthropy I is responsible for identifying, qualifying, soliciting, and stewarding major gift donors to NC State University. This position will serve as a part of (college/unit) team, and will focus on {specific assigned region} in an effort to maximize support to all areas of the University. As appropriate, the Director will also identify and coordinate the management of key volunteers in assigned regions. The Director will be expected to manage a portfolio of discovery and actively managed prospects while also collaborating with fundraising colleagues across campus.

Duties and responsibilities include but are not limited to:

- Identification, qualification, cultivation and solicitation of prospects to create and grow a pipeline of major gift (\$50,000 and above) donors.

- Strategic development and management of a portfolio with approximately 150 prospects and donors capable of making gifts of \$50,000 or more.
- Conduct 144 personal meetings with prospects and donors annually and participate in 12 solicitations annually
- Creation and implementation of comprehensive strategies to leverage networks and maximize fundraising results in assigned geographic regions.
- Identification, coordination and management of key volunteers in assigned geographic regions.
- Collaboration with colleagues to help align donors' philanthropic interests with various priorities across campus.
- Coordination of stewardship efforts as needed with appropriate University Advancement and other campus colleagues.
- Perform other duties as required or assigned. Attend a variety of events throughout the year. Regular travel (local and out of state) and occasional night and weekend work is required for this position.

Responsibilities: 100% focus on major gift fundraising

Medium: In-person

Productivity: ~\$1M raised annually

Criteria for success: Meets or exceeds solicitations and proposals funded goals.

Demonstrates proficiency in full MG process – moving prospects from qualification to stewardship, back to cultivation. Demonstrates successful application of PlusDelta principles & tools.

Other Responsibilities

- Perform other duties as required or assigned.
- Attend a variety of events throughout the year.
- Regular travel and occasional night and weekend work is required.

Qualifications

Minimum Education and Experience

Post-baccalaureate credentials or Bachelor's degree from an accredited college or university, plus at least three or more years of experience in major gift fundraising or a closely related field (such as sales or wealth management).

Other Required Qualifications

- Ability to work well with faculty, administrators, volunteers, and colleagues as part of a team in a large, complex research university
- Excellent written and verbal communication skills
- Ability to build effective internal and external relationships
- Strong organizational and analytical skills, with a high attention to detail
- Ability to manage multiple and competing priorities and meet deadlines in a dynamic environment

- Experience in cold calling, negotiating, and securing philanthropic gifts and successfully closing proposals
- Self-motivated and self-starting and an eagerness to be part of an emerging team
- Good listener
- Optimism, perseverance and a positive attitude
- Ability to travel around the region and to other areas of the country
- Ability to work evenings and weekends as required
- Computer literacy

Required License(s) or Certification(s)

- A valid North Carolina driver's license or the ability to obtain within 60 days of start is required and must be maintained as a condition of employment.

AA/EEO

NC State University is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, national origin, religion, sex, gender identity, age, sexual orientation, genetic information, status as an individual with a disability, or status as a protected veteran. Individuals with disabilities requiring disability-related accommodations in the application and interview process are welcome to contact 919-515-3148 to speak with a representative at the Office of Institutional Equity and Diversity.

If you have general questions about the application process, you may contact Human Resources at (919) 515-2135 or workatncstate@ncsu.edu.

Final candidates are subject to criminal & sex offender background checks. Some vacancies also require credit or motor vehicle checks. Degree(s) must be obtained prior to start date in order to meet qualifications and receive credit.

NC State University participates in E-Verify. Federal law requires all employers to verify the identity and employment eligibility of all persons hired to work in the United States.