**Senior Director of Development, College of Engineering**

**The Ohio State University**

**Columbus, OH**

**Position Overview**

The Ohio State University’s College of Engineering is seeking an experienced fundraising professional with a passion for higher education to serve as Senior Director of Development. This is a rare opportunity to enter the organization at this level of individual contributor focused solely on fundraising, not supervision.

Highlights of the College of Engineering include:

1. **Alumni** – The College of Engineering has an alumni base like no other. They are passionate, engaged, friendly, and motived to make a difference. Their support makes it possible for us to be an innovative leader in engineering and architecture education, to create new discoveries across a broad range of applications and disciplines, and to make a difference at home and abroad.
2. **Leadership** – Our Dean and academic leadership provide stability, vision and purpose to ensure all of our efforts are aligned in a thoughtful and intentional manner while providing strong support of Advancement initiatives.
3. **Culture** – Our environment is one where we embrace your entrepreneurial spirit and encourage you to collaborate while giving you all the autonomy you need to be successful. Our team is unique in the autonomy we have to work with various departments and faculty.
4. **Resources** – Coupled with all of the above, the central resources made available to you, such as a robust donor database and reporting and analytics tools, will allow you to optimize your efficiency and effectiveness by allowing you to focus on your individual priorities while also being armed with the best possible information, strategies and tactics.

This position will be assigned as a liaison to an individual engineering department, yet to be determined. As we are looking to expand our pool of potential prospects, discovery work will be required. The ability to travel overnight, and work occasional nights and weekends, is essential.

The Senior Director of Development will understand the mission, needs and value proposition of the university and the College of Engineering and build relationships with prospective donors to increase philanthropic support. Donors such as alumni, friends, and/or corporations will be identified by listening for opportunities to align their interests and passions with opportunities to donate to the university.

**Position Environment**

Established in 1870, the Department of Mathematics and Engineering was one of Ohio State’s original seven departments. In 1882, the School of Engineering was created. Today, the College of Engineering and the Knowlton School of Architecture offer exceptional undergraduate and graduate programs to more than 10,000 students every year. Consistently ranked as one of the top engineering schools in the nation, the college is a primary source of creative education, research, technology, and design and planning, and is a vital technical asset for sustaining and growing the Ohio economy.

By continually strengthening its traditional programs while investing in emerging fields, the college is preparing engineering, architecture, landscape architecture, and city and regional planning students to be key contributors and innovative leaders in the workforce of the future. With 56,652 known engineering alumni worldwide and 8,291 known architecture alumni worldwide, The College of Engineering is led by a visionary, supportive dean and is coming off raising a nation-leading $399M in the last campaign.

**Performance Objectives**

First month

1. Become familiar with the overall structure, resources, and capabilities of the team.
2. Develop a deeper understanding of campaign funding priorities for the College of Engineering.
3. Build relationships and plans with central Advancement and College partners including gift planning, corporate relations, donor relations, foundation relations, development communications, and annual giving.

First 2-3 months

1. Begin to actively fundraise by meeting with existing donors and beginning to qualify prospects
2. Implement lead generation and cultivation strategies, engaging appropriate partners as necessary.
3. Establish solicitation strategies for individual portfolio.
4. Work with development team for best practice solicitation strategies and portfolio assignments.
5. Begin implementation and set dates for solicitation strategies.

First 12 months

1. Continue building a portfolio of qualified prospects.
2. Move the prospects through the donor engagement process.
3. Continue working towards meeting team and individual performance goals/metrics by soliciting and closing major gifts of $100,000 and above.

**Why Join Ohio State Advancement Now?**

Coinciding with the celebration of the university’s 150th birthday, The Ohio State University just launched the public phase of Time and Change: The Ohio State Campaign, the most ambitious, inclusive community-building and fundraising endeavor in the university’s 150 years of making history. The campaign strives to engage 1 million supporters, an unprecedented level in higher education. Time and Change has a financial goal of $4.5 billion – also the largest in Ohio State’s history – with three core areas of focus: student success; discovery; and healthy, vibrant communities.

“As we celebrate Ohio State’s sesquicentennial, it is fitting to launch a campaign focused on the essence of what it means to be a Buckeye: our unwavering focus on people, their potential, our community and our collective impact around the world. Together, we will continue to invest in the future and ignite hope — inspiring new generations and delivering innovations that serve the greater good.” - President Michael V. Drake

All members of Advancement are part of creating an inclusive culture that inspires an exceptionally diverse and talented team and are measured on their adherence to the following core competencies: leadership, continuous improvement, teamwork and collaboration, and communication/interpersonal effectiveness.

**Experience Requirements**

The selected candidate for this position must have demonstrated success in several areas, including:

At least six years of professional fundraising experience or professional transferable experience (i.e. managing relationships with required measurable output, making calls, conducting face-to-face appointments, creating and presenting proposals, and other fundamental elements of client relationship or sales-related activities)

Desired requirements include:

At least six years of professional fundraising experience raising the highest level of philanthropic gifts at an organization (preferably five or six figures and above); At least six years of professional fundraising experience in higher education or a hospital/health care environment; Experience working in other advancement departments such as donor relations and stewardship, donor communications and/or alumni relations.

**You Need To Know**

Aside from the unparalleled benefits of working for The Ohio State University and working in the diverse, smart, safe, fun and growing city of Columbus, Ohio, this opportunity will provide exceptional rewards that arise from working for a land grant institution where you will truly feel the impact of your work. Learn more here: <https://hr.osu.edu/careers/>.

**Closing Statement**

The Ohio State University is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation or gender identity, national origin, disability status, or protected veteran status.

**How to Apply**

Please visit [www.advancement.osu.edu](http://www.advancement.osu.edu) to find out more about University Advancement and apply online for job opening number **453367** at [www.jobsatosu.com](http://www.jobsatosu.com). Questions may be directed to Greg Bright, Recruiter, at [bright.159@osu.edu](mailto:bright.159@osu.edu).