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

**Miami University**

**Oxford, OH**

Reporting to the Assistant Vice President of Development for Academic Programs, the Senior Director of Development, College of Engineering and Computing will help advance the mission of Miami University by managing the College of Engineering and Computing efforts in planning, organizing, and implementing strategies to increase the level of personal involvement and financial commitment of donors and prospects to Miami University. This position will also be instrumental in establishing new partnerships and strengthening existing relationships with industry partners that will result in funding for the immediate and long-term priorities of the division.

Miami University is a public university founded in 1809 with over 200,000 alumni and 20,000 enrolled students. These students major in over 120 different fields of study. With its close proximity to the city of Cincinnati, coupled with a nationally recognized excellence in undergraduate education, there is a significant opportunity to increase all measures of support from alumni, friends, and corporate and foundation partners. As the university looks to embark upon its next comprehensive campaign, a robust and high functioning development team will play a critical role in the success of that effort.

The U.S. News and World report of America's Best Colleges ranks Miami's engineering program in the category of "Best Undergraduate Engineering Programs where the highest degree is a bachelor's or masters". There are approximately 250 institutions in this category.

**Duties:**

* Work closely with the Dean, administrators, faculty and staff to develop a deep understanding of the strategic areas of importance and secure financial commitments from individual prospects in addition to corporate and foundation partners.
* Take active steps to develop positive, long-term relationships with key corporate executives, funding officers, recruiters, and other staff of current and potential corporate donors.
* Build and manage a portfolio of approximately 50 individual/corporate prospects for the college.
* Develop and implement assessment, cultivation, solicitation, and stewardship strategies for assigned prospects with the Office of Development staff, and university faculty and administrators.
* Prepare and present gift proposals to prospects with the input and assistance of faculty, administrators, and deans, as well as other constituent and central development officers. Proposals may involve establishing multi-year commitments, as well as helping to facilitate gifts of real estate, personal property, securities, and gifts in wills, trusts, annuities and insurance.
* Encourage and coordinate involvement of alumni, friends and corporations through campus visits and regional events
* Perform other duties related to the mission of the Office of Development under the guidance of the Assistant Vice President for Development, Academic Programs and Projects.

***Minimum Qualifications:***

Bachelor’s degree and minimum of five years of experience in development or fundraising, or comparable work experience; significant and established experience successfully managing individuals and teams; proven leadership techniques; outstanding oral and written communication skills; excellent organization skills and attention to detail; commitment to collaborative approach to fundraising; willingness to travel extensively both on a regional and national level and the ability to attend as scheduled evening and weekend events.

**Desired Qualifications:**

Advanced degree; experience working in education setting.

To be considered for this position please upload a cover letter, resume and three professional references <https://jobs.miamioh.edu/cw/en-us/job/496524/senior-director-of-development-college-of-engineering-and-computing>

Miami University, an Equal Opportunity/Affirmative Action employer, encourages applications from minorities, women, protected veterans and individuals with disabilities.  Miami University prohibits harassment, discrimination and retaliation on the basis of sex/gender (including sexual harassment, sexual violence, sexual misconduct, domestic violence, dating violence, or stalking), race, color, religion, national origin (ancestry), disability, age (40 years or older), sexual orientation, gender identity, pregnancy, status as a parent or foster parent, military status, or veteran status in its recruitment, selection, and employment practices. Requests for all reasonable accommodations for disabilities related to employment should be directed to ADAFacultyStaff@miamioh.edu or 513-529-3560.

As part of the University’s commitment to maintaining a healthy and safe living, learning, and working environment, we encourage you to read Miami University’s Annual Security & Fire Safety Report at http://www.miamioh.edu/campus-safety/annual-report/index.html, which contains information about campus safety, crime statistics, and our drug and alcohol abuse and prevention program designed to prevent the unlawful possession, use, and distribution of drugs and alcohol on campus and at university events and activities. This report also contains information on programs and policies designed to prevent and address sexual violence, domestic violence, dating violence, and stalking. Each year, email notification of this website is made to all faculty, staff, and enrolled students. Written notification is also provided to prospective students and employees. Hard copies of the Annual Security & Fire Safety Report may be obtained from the Miami University Police Department at (513) 529-2223. Criminal background check required. All campuses are smoke- and tobacco free.