Title: Senior Director for Donor and Community Engagement

Major Responsibilities:
Reporting to the vice president for University Development and Alumni Relations, the senior director of donor and community engagement serves with primary responsibility for directing stewardship and engagement activities for donors and prospective donors, including:

- developing and implementing outreach programming for donor/prospect in communications, public relations and special events;
- cultivating, establishing, building and maintaining relationships with a robust network of campus, business and community constituencies that leverage opportunities for increased financial support for students, faculty/staff and programs of the university;
- managing a direct solicitation portfolio of constituents and prospects that result in annual, major and planned gifts to the institution;
- serving as a member of the senior leadership management team for the division, including expanding and leveraging the collaborative capacity of all discrete functions of the division.

Qualifications:
- An advanced degree and five years of supervisory experience leading a customer service and/or fundraising team in a fast paced, multi-channel environment, with a successful track record of advising financial, philanthropic and/or investment decisions of a diverse constituent group is required.
- Ability to work directly with community constituencies to secure gifts that benefit the university.
- Ability to make effective presentations to prospects, donors, businesses and community groups.
- Must demonstrate strong organizational, leadership, planning, supervision of employees, communication and interpersonal skills, including the ability to handle sensitive information with tact and diplomacy.
- Excellent written, oral and interpersonal communication skills.
- Ability to forecast and plan programs, manage budgets and supervise staff.
- Ability to plan, organize, supervise, direct and evaluate the work of employees.
- Ability to establish and maintain effective working relationships across diverse university and community constituencies.
- Fluency in computer information systems and database capabilities that support the work of donor engagement is highly desirable.
- Ability to work collaboratively with faculty, staff, students and the general public, as well as work effectively as a member of division leadership team.
- Must possess a high level of initiative and creativity.
- Ability to exercise independent and sound judgment and decision-making, and to work in a cross-functional, collaborative work culture.
- This position requires up to 50 percent of time in business-related travel, both in-state and out-of-state, with frequent overnight stays.

Employment Conditions:
A 12-month, full-time, administrative appointment. Salary dependent upon qualifications.

Position Availability:
This position is available beginning May 16, 2013.

Application Deadline: May 3, 2013

Application Procedures:
1. Application deadline is Thursday, May 3, 2013. Application materials received after the deadline date may be considered if an acceptable candidate has not been found.

2. Individuals wishing to apply for this position should immediately make their interest known to:
   Kimberly Flint Keel
   Vice President for University Development & Alumni Relations
   206 Tillman Hall
   Winthrop University
   Rock Hill, SC 29733
   Phone 803/323-1450

3. The following materials should also be submitted to the above address or electronically care of Ms. Laura Lynn Stubbs at stubbssl@winthrop.edu:
   a. Letter of application
   b. Current curriculum vitae or professional resume
   c. Names, addresses, e-mail addresses and phone numbers of at least three professional references
   d. Terminal degree transcript
   e. Consent to background check (form available on Winthrop website at www.winthrop.edu/uploadedFiles/hr/Forms/CONSENT_Background_Check.pdf)

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