

Associate Director of Development – Engineering, ASU Foundation

The Role

The Associate Director, Development for the Ira A. Fulton Schools of Engineering will work collaboratively with the ASU Foundation and with academic leadership in the college joining a collaborative and expanding team of fundraisers, faculty, staff and leadership. The successful candidate will be externally focused and proactively engage a portfolio of individuals, corporations and foundations who have a potential affinity with ASU. The Associate Director must be able to enthusiastically and accurately represent the University to a variety of constituents while working collaboratively to secure philanthropic investments to benefit ASU and the Fulton Schools of Engineering. There are 2 positions open for Associate Director, Development.

Responsibilities

- Work with directors of development and academic leaders to assist and direct the implementation and coordination of special fundraising opportunities by identifying, cultivating and soliciting annual, major and planned gifts
 - Guided by the direction and scope of a prospect's interest, collaborate with various faculty, institute/center directors, and unit-based and foundation-based fundraisers to leverage the maximum philanthropic potential of a prospect
 - Develop and submit written proposals, budgets, and other collateral materials as needed for securing philanthropic investments
- Collaborate with various ASUF and ASU offices and functions — including donor relations, research and prospect management, financial services, annual giving, and development – to advance prospect strategies
- Create the strategy and lead the implementation and coordination of a comprehensive institute-based development program.
- Work with development colleagues, volunteers and academic leaders to identify, cultivate and solicit annual, major and planned gifts.
- Develop and submit written proposals, budgets, and other collateral materials as needed for securing philanthropic investments.
- Proactively manage a portfolio of major gifts (\$25,000+) prospects regionally and nationally, developing and executing strategies leading to solicitation and investment that leverage the donor's interests and connect them to ASU's opportunities.
- Initiate core fundraising metrics including face-to-face visits with prospects, identification of new prospects, growth in cumulative giving from the prospect portfolio, major gift proposals submitted, and dollars raised.
- Develop a strong strategic working relationship with the Dean, chairs, director, and faculty members.
- Participate as a member of the ASUF development team as a resource to development colleagues regarding fundraising opportunities.

Qualifications

SKILLS & ABILITIES:

- In-depth understanding and knowledge of the strategic vision, goals and objectives of academic donor programs and research initiatives.
- Self-starter able to secure personal appointments and quality new prospects.
- A successful track record in securing philanthropic investments at the leadership level from individuals, foundations and corporations.
- Ability to maintain a high degree of confidentiality and responsibility regarding information related to Foundation and University business and as well as confidential prospect information.
- Documented success in personally implementing sophisticated, multi-year cultivation strategies that use a relationship building management approach leading to successful gift closure.
- Proven experience effectively engaging with high-profile individuals and representatives of national foundations and corporations.
- The successful candidate must be in tune with emerging donor trends and be responsive to servicing a dynamic entrepreneurial marketplace.
- Experience creating and maintaining collaborative and consultative partnerships that lead to successful philanthropic investments.
- Ability to anticipate change and proactively pivot in order to take advantage of emerging fundraising trends.
- Excellent relationship building skills with proven ability to influence without direct authority.
- Proven ability to bring a consultative approach to decision making.
- Individual and team-oriented strategist able to effectively manage complex situations involving numerous and sometimes competing constituencies.
- Comfortable with the challenge to reach agreement among occasionally conflicting interests to enhance the common good of the organization.
- Able to manage “the Chaos” while being open and transparent with the organization.
- Highly intelligent, with exceptional conceptual and creative skills, and the ability to visualize and translate the needs of the marketplace into business opportunities.
- Analytical, with a strong detail orientation – someone who can examine market research information and translate it into effective strategies and programs.
- Mature, confident, and successful professional with the executive presence and industry stature to effectively represent ASUF externally and bring enhanced credibility to the organization.
- Strong service orientation, a disciplined work ethic, and ability to instill a high standard of excellence to the overall Advancement team.
- A balanced individual capable of forging productive working relationships with a broad range of personality types and styles.

MENTAL DEMANDS:

Clarity of focus while juggling complex projects and/or deadlines. Ability to meet demanding work schedule expectations

EDUCATION/QUALIFICATIONS:

Bachelor's degree and 4-6 years' successful professional development and/or fundraising related experience, preferably in higher education: OR, any equivalent combinations of education and/or experience from which comparable knowledge, skill and abilities have been achieved.

Benefits

The starting salary for this role is \$85,000 along with a comprehensive benefits package.

WORKING CONDITIONS:

Activities are performed in an environmentally controlled office setting subject to extended periods of sitting, keyboarding and manipulating a computer mouse; required to stand for varying lengths of time and walk moderate distances to perform work. Frequent bending, reaching, lifting, pushing and pulling up to 25 pounds. Regular activities require the ability to quickly change priorities, which may include and/or are subject to the resolution of conflicts. May be required to perform tasks in the field within and/or across University campuses. Ability to clearly communicate verbally, read, write, see and hear to perform essential functions. This position may require some early mornings and evenings to accommodate meetings and events. This position currently requires you to work from the office Tuesdays, Wednesdays and Thursdays with Monday and Friday optional remote days.

ASUEP follows federal guidance which requires employees of federal contractors to be fully vaccinated for COVID-19, except in limited circumstances in which an employee is legally entitled to an accommodation for medical or religious reasons.

WORKING EQUIPMENT

This position will require a Surface/laptop computer, a mobile communication device (\$30 bi-weekly payroll reimbursement), foundation corporate credit card, and business cards.

EEO STATEMENT

ASU Enterprise Partners and its subsidiaries is an equal opportunity employer that is firmly committed to promoting justice, equity, diversity and inclusion within our organization and throughout our sphere of influence. Because we embrace a spirit of innovation and achievement, we will endeavor to maximize the talent and potential of all employees, directors, and volunteers through bold and strategic action aimed at building success and a sense of belonging. All employees are expected to act in good faith to support these actions and to not impede the efforts of others to build a just, equitable, diverse and inclusive organization.

To apply: <https://apply.workable.com/charity-search-group/j/716CC16E48/>