ADMINISTRATIVE POSITION ANNOUNCEMENT

TITLE OF POSITION/RANK: Executive Director of Development/Gabelli School of Business

DEPARTMENT: Development and University Relations/Lincoln Center

POSITION SUMMARY:
Reporting to the Senior Associate Vice President for Development, the Executive Director will lead a team of two front-line major gifts officers, an event and engagement professional and a development coordinator, and serve the Gabelli School of Business. In order to ensure an initiative-taking, coordinated and comprehensive fundraising process, the Executive Director will collaborate with colleagues across DAUR, the dean, faculty, and volunteers in order to meet the school’s and university’s giving objectives.

RESPONSIBILITIES:
- Advances and supports the Gabelli School and the University’s Jesuit mission and identity.
- Develops an in-depth understanding of the vision and strategic priorities for Fordham University and the Gabelli School of Business.
- Guided by the University’s dean’s priorities, develops, and executes strategic and sustainable major gift fundraising plans.
- Successfully completes the Gabelli School’s $75 million Centennial Campaign.
- Cultivates and solicits major gifts from individual donors independently and in partnership with the dean faculty, senior leaders, alumni, volunteers, and DAUR colleagues.
- Recruits, leads, manages, and mentors major gift and administrative staff.
- Provides innovative and meaningful cultivation opportunities leading to increased engagement with and giving to the school.
- Advances and promotes diversity, equity, and inclusion within the team.
- Collaborates with colleagues throughout the Development and University Relations division to ensure effective, efficient, and coordinated fund-raising strategies, completer and more accurate constituent and donor records.
- Assists, where needed, in reunions and important university-wide special events; and exemplifies and upholds DAUR’s core values.

QUALIFICATIONS:
- Bachelor’s degree in liberal arts, business, or related field required; Advanced degree preferred.
- 5+ years of fundraising experience.
- Demonstrated record of successful major gift solicitations, including the design and execution of identification, cultivation, solicitation, and stewardship strategies for both defined and non-defined constituencies.
- Knowledge and demonstrated experience in the Tri-State philanthropic marketplace.
- Proven ability to provide strategic direction, leadership, and daily management of fundraising teams resulting in improved performance and increased philanthropic revenue.
- Ability to inspire, generate excitement, shared purpose, and action.
- Excellent communication skills (both written and oral), while also being a good listener.
- Confidence and flexibility, combined with focused energy, patience, and a healthy sense of perspective.
- Positive and creative manner of approaching issues, devising sound strategies based on data analysis and good judgment.
- Shared values with Fordham and its Jesuit and Catholic identity; Emotionally intelligent and ethical leader with the stature, integrity, and experience to effectively engage and support the deans, faculty, colleagues, alumni, volunteers, donors, and prospects.

NOTE:
Fordham University has retained Freeman Philanthropic Services, LLC to facilitate this executive recruitment.

SALARY: Commensurate with experience

FLSA CATEGORY: Exempt

START DATE: ASAP

SEND LETTER AND RESUME TO: FordhamGabelli@glfreeman.com

Fordham University is committed to excellence through diversity and welcomes candidates of all backgrounds. Fordham is an Equal Opportunity Employer –Veterans/Disabled and other protected categories