

101 Vera King Farris Drive | Galloway NJ 08205-9441
stockton.edu

Title:

Senior Director of Development (Unclassified)

Requisition Code:

S2200611

Location:

Galloway - Main Campus

Job Category:

Management

Department:

Development (510020)

Salary:

Salary commensurate with experience and is accompanied by an extremely competitive University benefits package.

Posted Date:

12/22/2022

Close Date:

N/A

Overview:

Stockton University is ranked among the top public universities in the Northeast with more than 160 undergraduate and graduate programs, as well as continuing education opportunities. The University, one hour from Philadelphia and two hours from New York City, offers unique living and learning environments throughout southern New Jersey, including the 1,600-acre Galloway campus in the Pinelands National Reserve and Stockton University Atlantic City, located in the University District, just steps from the beach and the iconic Atlantic City Boardwalk. Additional locations include Hammonton, Manahawkin and Woodbine. As a public university, Stockton provides an environment for excellence to a diverse student body, including those from underrepresented populations, through an interdisciplinary approach to liberal arts, sciences, and professional education. Founded in 1969, Stockton held its first classes in 1971. The University's commitment to cultural diversity and its welcoming and vibrant community makes Stockton a great place to learn and work! Learn more about the many reasons to choose Stockton at www.Stockton.edu.

Faculty and Staff are committed to support Stockton University's commitment to diversity and strong student-centered vision and mission.

Successful candidates will be required to show proof of their COVID-19 vaccine status prior to their start date. Religious or Medical waivers may be requested at the time of employment offer.

This is an in-person on campus, non-remote position. For the 2022-2023 academic year, the University has implemented a pilot program allowing employees to work either a compressed 4-day

work week with extended workdays or may work from home one day a week. Participation is subject to Divisional Executive approval depending on operational need.

Reporting to the Vice President for University Advancement and Executive Director of the University Foundation (VPUA), the Senior Director of Development provides strategic direction and oversight of the institution's fundraising campaigns, programs and initiatives. These include, but are not limited to, University-wide strategic fundraising planning; major giving; planned giving; and corporate and foundation giving and sponsorships. The Senior Director supervises a team of Development professionals including the Director of Individual Giving, Associate Director of Development and the Professional Services Specialist assigned to the Development team. The team works collaboratively to accomplish its objectives. The Senior Director will maintain relationships with individual donors and prospects, corporations, foundations, Foundation Board members and committees, Deans, University leadership and others to identify, develop and execute fundraising plans for a variety of institutional priorities.

Responsibilities:

- Manage a portfolio of principal, major and planned giving prospects
- Manage a portfolio of corporate prospects and cultivate long-term private sector investment across the University. Solicit corporate and foundation gifts and sponsorships.
- Set goals and implement annual and long-range performance metrics for measuring the success of the Development team
- In partnership with the VPUA, develop and implement a comprehensive fundraising strategy to meet financial goals of the University and Foundation
- Expand the department's growing collaboration with campus partners, i.e. Deans, Student Affairs, External Affairs, etc., by identifying, developing and executing strategic fundraising plans for all academic and administrative units across the University
- Collaborate with operations staff to ensure accurate and timely handling of all donor gifts, grants, information and acknowledgement
- Prepare tracking, analysis, program evaluation and other reports for key volunteers, Foundation Board, University leadership and others
- Effectively supervise staff, ensuring opportunities for professional development
- Serve as a member of the Development and Alumni Relations leadership team. Take an active role in creating and implementing cohesive plans that integrate alumni engagement, fundraising, stewardship and other areas
- Oversee Development budget. Take part in annual department planning and evaluation

Required Qualifications:

- Bachelor's degree from an accredited college or university
- 5+ years of related experience

Preferred Qualifications:

- Experience in a higher education fundraising role
- Experience soliciting major and principal gifts
- Experience working with corporate partners to build programs and solicit program support

Required Documents:

Letter of Interest, Resume, Unofficial Transcripts

How To Apply:

Screening of applications begins immediately and will continue until the position is filled.

Only electronic documents will be accepted. Please complete the on-line application in addition to providing the following required documents. All required documents must be

submitted in order for your application to move forward. You may upload documents using Microsoft Word or PDF

1. A letter of interest describing specific skills and experiences
2. A current resume
3. Unofficial transcripts
4. A list of three recent professional references (included in the application): Name, Organization, Email Address and Telephone

SAME APPLICANTS: If you are applying under the NJ “SAME” program, your supporting documents (Schedule A or B), must be submitted along with your resume by the closing date indicated above. For more information on the SAME Program visit their Website at: <https://nj.gov/csc/same/overview/index.shtml> , email: SAME@csc.nj.gov , or call CSC at (833) 691-0404.

Click [here](#) to apply.

Please note:

- Stockton University is an equal opportunity institution and encourages a diverse pool of applicants. Pursuant to Title IX of the Education Amendment of 1972, Stockton University prohibits discrimination on the basis of sex (including, but not limited to, the prohibition of sexual misconduct and relationship violence, sexual assault and harassment) in all of its educational programs and activities. Please visit http://www.stockton.edu/affirmative_action for information on Stockton’s Equal Opportunity and Institutional Compliance processes. The University provides reasonable accommodations as appropriate. An applicant may request a reasonable accommodation for any part of the application and hiring process by contacting Bart Musitano, Manager for University Pensions and Benefits within the Office of Human Resources (Main Campus, J-115) at 609-652-4384, Monday – Friday between 8:00am – 5:00pm.
- All offers of employment are contingent upon a favorable background check, which may include social intelligence from a consumer reporting agency.
- In accordance with the New Jersey First Act P.L. 2011 c.70, effective September 1, 2011, new public employees (faculty exempt) are required to obtain New Jersey residency within one (1) year of employment. Applicants must meet the requirements listed.
- Pursuant to the Jeanne Clery Disclosure of Campus Security Policy and Campus Crimes Statistics Act (Clery Act), prospective employees may access Stockton’s Annual Security and Fire Safety Report (ASF SR) at <https://www.stockton.edu/police/crime-statistics.html>. The ASF SR contains the previous three years of reported Clery Act crime statistics, fire safety information and information regarding campus and personal safety. Paper copies of the report are available at the Stockton University Police Department, Building 71, 101 Vera King Farris Drive, Galloway Township, NJ, or, call 609-652-4390 to request that a copy be sent via postal mail.