The University of Guelph is committed to equity in its policies, practices, and programs, supports diversity in its teaching, learning and work environments, and ensures that applications for members of underrepresented groups are seriously considered under its employment equity policy. All qualified individuals who would contribute to the further diversification of our University community are encouraged to apply.

Professional and Managerial Group

Senior Development Manager, Ontario Agriculture College

Alumni Affairs and Development

Hiring #: 2016-0060

Please read the Application Instructions before applying

The University of Guelph, highly ranked for providing comprehensive education and world-class research, is seeking candidate responses from experienced fundraising professionals for the role of Senior Development Manager (SDM). This is a senior role within Alumni Affairs and Development (AA&D) team, reporting to the Associate Director, Major Gift Advancement. The SDM is tasked to identify and deliver strategies to cultivate, solicit and steward current and potential donors offering major gifts valued at $25,000 and above and is accountable to reach a minimum annual target of $1 million. Partnering with the Dean and Associate Dean of the Ontario Agriculture College (OAC), the SDM plays a key role in strengthening the University’s ability to accelerate solutions to global challenges in: food, agriculture, communities and the environment.

What this role offers you:

- The opportunity to represent the interests of the Ontario Agriculture College (OAC), one of Guelph’s flagship colleges and Canada’s largest and most renowned agriculture college
- An established culture of philanthropy within the College and an engaged group of faculty and researchers
- Strong existing partnerships in the sector including: industry, alumni, communities and government
- A diverse portfolio of OAC projects to draw from when engaging prospects such as the recent launch of the Food Institute: www.uoguelph.ca/foodinstitute
- A collaborative fundraising environment within Alumni Affairs & Development and across the organization
- The chance to be involved in a growing societal movement and interest in food and agriculture
- A meaningful career in an organization dedicated to: the education of students from across the globe, the creation of knowledge through the delivery of world-class research as well as local, provincial and national public service

What you offer this role:

- You have at least 5 years of fundraising experience coupled with a university degree; CRFE credential is an asset
- You have a demonstrated track record of success building effective major gift fundraising strategies because you are results-driven with strong closing skills
Your strong networking and relationship building skills enable you to make the connection between prospects and projects

Your client-focus helps you articulate value for donors because of your keen understanding of their needs, interests and values

You leverage strong coordination and facilitation skills to bring the right people together at the appropriate phase(s) of the fundraising cycle (ie: engaging the University’s senior leadership team including President, Vice Presidents and Deans)

You have strong oral and written presentation skills and have had experience preparing and presenting cases for support, writing project descriptions, briefing materials and proposals for external audiences

You are an skilled communicator, collaborator and problem solver, able to engage and interact effectively with a broad range of stakeholders from alumni and friends to corporations and foundations

You are highly organized and have successfully juggled multiple projects and priorities

You have advanced computer skills and proficiency using Microsoft Office, database and internet applications

Your understanding of, or connection to, philanthropy in higher education and/or the University of Guelph and surrounding community are assets

For more information please contact Sarah Lima, Senior Talent Advisor at (519) 824-4120 x 56495.

Position Number 394-031

Posting Date: 2016 02 08
Closing Date: 2016 02 29