The University of Guelph invites applications and expressions of interest for the position of Director, Advancement Services.

Recognized as one of the country’s leading comprehensive research-intensive universities, The University of Guelph (U of G) attracts over $30-million in philanthropic donations per year, over $150-million annually in research and is home to 25,000 undergraduate and graduate students. U of G is a leader in knowledge translation—it has been transferring technologies from the lab to the marketplace for over a century—and plays a key role in agricultural, veterinary, engineering, social sciences, humanities, and life sciences research and training. Located in Guelph, Ontario, on the traditional territory of the Attawandaron people, the University of Guelph is known for its commitment to developing exceptional thinkers and engaged citizens. This has been the focus of the university for over 150 years: life, living, always improving. For more information, visit [https://www.uoguelph.ca/](https://www.uoguelph.ca/).

The department of Alumni Affairs & Development (AA&D) has recently undergone a re-organization to support the vision to attract $50-million in sustained annual philanthropic support (over a five to eight year period) and to be one of Canada’s most sought-after advancement organizations. Reporting to the Associate Vice-President (Advancement), the newly created **Director of Advancement Services** is an integral leader who serves as a central resource to implement the foundational functions of the department to realize this vision.

As a member of the senior team, the Director epitomizes the recently defined department values of: respect, empowerment, integrity, appreciation and forward focus. The incumbent provides inspired leadership and strategic direction for the teams in financial services, information systems, research, prospect management, development assistants and Human Resources (25+ FTEs).

In August 2016, AA&D converted to Blackbaud’s industry-leading customer relationship management (CRM) system. The Director plays a pivotal role in the planning, executing and evaluating of a comprehensive pan university CRM and data integration system as well as oversight and direction on resource allocation, budget optimization, goal-based performance, and project execution and evaluation. The Director collaborates with senior leaders in the department and across the university to develop and execute strategic plans, and organizational projects and initiatives.

The ideal candidate brings progressive senior leadership experience with a demonstrative data-driven decision-making approach. They are results oriented and have extensive experience implementing process efficiencies. The incumbent is very focused on team success. They demonstrate experience and strong acumen of systems and process change, data governance and analytics, customer/prospect management and research.

A university degree is required as is experience mentoring and coaching a team. The ideal candidate is an inspirational, respectful and collaborative leader with a track record of creating high-performance teams and a culture of exceptionally strong customer service.

Candidates must have outstanding communications and interpersonal skills, including the ability to create a technological ecosystem in which both technical and non-technical people are enabled.

To explore this leadership position at University of Guelph further, please contact Jane Griffith or Sarah Adams at sarah.adams@odgersberndtson.com or submit your resume and related information in confidence online at [http://www.odgersberndtson.com/en/careers/15050](http://www.odgersberndtson.com/en/careers/15050).

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. In accordance with the AODA Act, accommodation will be provided by both Odgers Berndtson and the University of Guelph throughout the recruitment process.

Source URL: https://www.uoguelph.ca/hr/careers-guelph/current-opportunities/director-advancement-services

Links
[1] https://www.uoguelph.ca/
[2] mailto:sarah.adams@odgersberndtson.com