

ASSOCIATE DIRECTOR, LEADERSHIP GIVING

York is a leading international teaching and research university, and a driving force for positive change. Empowered by a welcoming and diverse community with a uniquely global perspective, we are preparing our students for their long-term careers and personal success. Together, we can make things right for our communities, our planet and our future.

Advancement at York leads and inspires meaningful engagement and philanthropic support from alumni and friends to advance the University's mission. We are also deeply committed to building the reputation of York University as a leading, progressive, research-intensive University uniquely positioned for the betterment of society in the 21st century.

Our division is comprised of four departments:

- Advancement Services & Operations is the administrative and technology support unit for all Advancement activities.
- Alumni Engagement provides programs, services, and engagement to over 360,000 York alumni worldwide.
- Development leads efforts to promote and secure philanthropic support from alumni, donors, friends, corporations, and foundations.
- Advancement Communications & Marketing works to promote and communicate alumni and donor messages along with direct marketing services for alumni and donor engagement.

Our mission is to inspire and cultivate meaningful engagement and philanthropic support within our diverse communities to advance York University's excellence in education, research, and community service. We accomplish our mission through our values of accountability, collaboration, and entrepreneurship. The Associate Director, Leadership Giving, within the Annual and Leadership Giving team, supports this mission through the execution of Leadership Giving initiatives to expand the critical donor pipeline. In partnership with the Director, Annual and Leadership Giving, the role builds programs focused on leadership level donors leveraging traditional outreach methods and strategic new approaches for solicitations, cultivation, and stewardship. The role oversees program(s) execution and ongoing analysis and improvements to ensure growth in York University's Leadership Giving portfolio donors from \$1,000 to \$24,999 and the prospective Leadership Giving donors from \$500-\$999. Within this portfolio the Associate Director, Leadership Giving is assigned an individual goal between \$800,000-\$1,000,000 of revenue annually, growing to \$1,000,000-\$2,000,000 within three years. This role also oversees and identifies moves management to increase Major Gift prospects. Prospective donor audiences include alumni, parents, faculty, staff, board members, volunteers, students, and friends. Work is conducted in collaboration with the University wide Development team, with a view to achieving as broad and as loyal a donor base as possible. The role actively develops and executes programming to disseminate and mobilize faculty-based Leadership Giving Officers (LGOs) to ensure faculty based LGO's activities are

maximized, aligned with, and complimentary to Advancement's efforts to advance York University's fundraising.

To be considered for this opportunity, you will bring the following:

Education:

University degree or equivalent combination of education and fundraising experience, preferably in an educational or public sector setting.
Qualification to complete the Certified Fund-Raising Executive (CFRE) designation required.
Certified Fund-Raising Executive designation preferred.

Experience:

Inclusive of 6 years' experience in professional fundraising, with significant exposure to data analysis and annual giving, preferably Leadership Giving. University fundraising experience is an asset.

For full position details, including skills and knowledge requirements, and to apply to this exciting opportunity visit the External Career Portal (www.yorku.ca/jobs) and refer to posting 107980.

We offer comprehensive benefits and access to superb educational and recreational facilities. For more information on what York has to offer U please visit: <http://hr.info.yorku.ca/benefits/>