

ASSOCIATE DIRECTOR, ANNUAL 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.

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. In support of this mission, the Associate Director, Annual Giving develops and implements Annual Giving strategies and programs that identify, cultivate, solicit, and steward annual gifts from governors, alumni, parents, faculty/staff and friends. These strategies include best practice and innovative multi-channel outreach campaigns. The Associate Director directs this activity, reaching more than 150,000 prospective donors each year with a goal of securing gifts of up to \$25,000. Annual giving (\$1-\$999) gift revenue goal of \$500,000-\$1,000,000 in the first year with growth expected in subsequent years. The Associate Director, Annual Giving also plays a pivotal role in all annual and leadership giving revenue (gifts under \$25,000) with a revenue goal of \$2,500,000-\$3,500,000 in the first year with growth expected annually. Work is conducted in collaboration with the University-wide Development team, the decentralized Advancement offices in Schulich, Osgoode, and Glendon, with a view to achieving as broad and as loyal a donor base as possible.

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

Bachelor's degree in relevant discipline or equivalent combination of education and fundraising experience, specifically in an educational setting. Qualification to complete the Certified Fund-Raising Executive (CFRE) designation within 3 years of start date required. Minimum of 5 years' experience in a leading role in a successful annual fund operation with required call centre management experience, preferably in a unionized environment.

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 108699.

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/>