

Director of Development

Job Summary: The Development Director is a front-line fundraiser serving LSU Health Shreveport. This position will be responsible for the planning, development, and execution of fundraising strategies and prospect identification, cultivation, and solicitation. The Development Director will successfully manage a portfolio of major donors and prospects capable of giving \$25,000 or more, and act as a liaison to student philanthropy projects at LSU Health Shreveport. This position reports to the Vice President for Development and works closely with Directors of Alumni Affairs and Donor Relations and Events.

Specific Responsibilities:

- Assists LSU Health Foundation leadership and LSU Health leadership with the creation of strategic advancement initiatives and priorities
- Partner with LSU Health leadership and faculty to identify fundraising opportunities within strategic initiatives and priorities
- Identify, cultivate, solicit, and steward contributions through a minimum of 100 personal calls and visits per year
- Establish and continually update a list of alumni prospects to be used as a solicitation portfolio
- Manage a portfolio of 150 major gift prospects (\$25,000+)
- Establish and execute alumni solicitation strategies
- Develop proposals and coordinate fundraising efforts with the LSU Health leadership, faculty, and the VP for Development
- Direct prospect research requests and provide information on alumni to Deans and other interested parties
- Identify, recommend, and attend programming activities involving the LSU Health leadership and Foundation Leadership
- Maintain an active role with other civic groups and non-profit organization
- Develop appropriate stewardship activities within LSU Health Shreveport in conjunction with the Director of Donor Relations and Events
- Coordinate with the Director of Marketing and Communications to ensure direct mail and entry level solicitations support the efforts of major gift prospect engagement
- Act as an advisor for student philanthropy projects across LSU Health Shreveport
- Help educate student leadership about fundraising and development and help cultivate a culture of philanthropy at LSU Health

Qualifications:

- Bachelor's Degree
- Demonstrated communication skills, including persuasive writing
- Ability to understand the needs and interests of senior leadership and prospects in order to develop relationships between them and the medical school
- Must possess excellent interpersonal skills
- Demonstrated record of completing assignments and meeting fundraising goals

Preferred Qualifications:

- An MBA, MPA, or equivalent post-graduate degree
- Experience in major gift solicitation, preferably with alumni or in higher education

Compensation and Benefits:

- Competitive salary commensurate with experience
- Employer sponsored health insurance, dental and vision plans, matching 401(k), life insurance, and short term disability
- Robust annual and holiday leave

Interested candidates may send resumes to:

Jesse Gilmore
Vice President for Development
LSU Health Sciences Foundation
Shreveport, LA
jgilmore@lsuhsfoundation.org