



Northeastern Bouvé College of Health Sciences

Northeastern University

Director of Major Gifts
Bouvé College of Health Sciences | Boston, MA

POSITION OVERVIEW

Northeastern University's Bouvé College of Health Sciences (BCHS) seeks a collaborative Director of Major Gifts (DMG) to manage a portfolio of major gift prospects with responsibility for identifying, cultivating, soliciting, and stewarding prospects and donors. This is an exceptional opportunity for an accomplished gift officer to join a tier one research institution on the ground floor of its next comprehensive campaign.

Reporting directly to the Assistant Dean of Development for the Bouvé College of Health Sciences, Louis Wright, and working in partnership with the Dean, **Dr. Camen Sceppa**, and Advancement colleagues, the DMG will develop tailored fundraising strategies targeted to special constituents who have the capacity to make significant gifts to Bouvé. Further, the DMG provides service and leadership to the Bouvé community by developing, managing, and sustaining relationships with key partners, and by contributing to the implementation of a strategic vision for a highly effective philanthropy program at Bouvé College of Health Sciences.

This position will collaborate with the Dean and leaders of Bouvé's four schools: Nursing, Pharmacy and Pharmaceutical Sciences, Clinical and Rehabilitation Sciences, and Community Health and Behavioral Sciences. They will have an assigned liaison role to the School of Clinical and Rehabilitation Sciences while working collaboratively with faculty across all schools and with central advancement colleagues all to achieve a high level of engagement and financial support from among a cadre of alumni, friends, and families whose philanthropic priorities match education and academic programs in the College and at Northeastern University.

PEARLSTREETCOLLECTIVE

The successful candidate will be an engaged and energetic fundraiser who enjoys the cultivating, soliciting, and stewardship of donors. They will be a natural relationship builder who takes a solutions-focused approach to development and believes there are no dead-ends, only other roads to pursue. As a Director of Major Gifts, they will embody what it means to be donor-centric, motivated by the desire to help people create meaningful impact through philanthropy. They will be a genuine leader with the presence, interpersonal skills, and energy to build relationships at all levels in service to Northeastern University. They will be a true team player who has collaborative instincts, an inclination to integrate efforts, and the tolerance for ambiguity and uncertainty in a complex, interdisciplinary environment.

RESPONSIBILITIES

Frontline Fundraising

- Manage a portfolio of ~125 select major gift prospects, including alumni, friends, family, and university leaders, with a focus on raising major gifts at the \$100K to \$1M+ level.
- Identify, qualify, and cultivate select major gifts prospects to assess their interest in the College and their capacity to make gifts at the \$100K to \$1M+ level. Further develop and manage relationships with these individuals and actively solicit prospects.
- Partner with directors and department heads across the College to identify fundraising opportunities and new initiatives that resonate with donors and provide meaningful, substantive engagement opportunities.
- Build and enhance constituent's relationship with Northeastern, involving them strategically in special programs and events, and connecting them to other university leaders and supporters.
- Travel as needed to qualify new prospects and build relationships with existing prospects and donors.

Model Frontline Leadership

- Ensure seamless integration of College development efforts with university-wide advancement efforts.
- Mentor and model best practices to colleagues.
- Demonstrate accountability to performance measures.
- Utilize Salesforce to log activity, create call reports and progress reports, and maintain data integrity of prospect portfolio.
- Partner with the Assistant Dean of Development and offer counsel on development strategy and execution.

Strategic Planning

- Establish programming plan that supports and promotes giving among special constituents group, including special events, lectures, meetings, etc.
- Consider and employ innovative approaches to engagement, cultivation, and solicitation strategies. Work with Advancement staff, particularly with the departments of Family Philanthropy, Donor Relations, Communications and Events, to execute these activities.
- Coordinate donor cultivation efforts with other Central Advancement staff, such as the Planned Giving Office, to successfully meet donor interests and leverage their full philanthropic potential.

QUALIFICATIONS

- 5+ years of progressive Development experience.
- Demonstrated ability to cultivate, solicit and close major gifts; proven experience and success in strategizing and leading the solicitation of five and six-figure gifts from high-net-worth individuals.
- Tested ability to work closely with high-level decision makers, trustees and other top-level volunteers.
- Strong interpersonal skills necessary for building relationships with external (donors, prospects, trustees) and internal (deans, faculty, staff, colleagues) constituents.
- structure.
- Maturity to navigate complex relationships.
- A proactive approach that takes initiative and actively seeks to deepen current donor relationships and forge new ones.
- Ability to work independently to achieve both engagement and revenue goals.
- Ability to manage multiple priority projects at once with ease and efficiency.
- Resourceful and collaborates with colleagues and external constituents at all levels.
- Superior verbal and written communication and presentation skills.
- Excellent attention to detail; strong organizational skills.
- Partners closely and diplomatically with all constituencies.
- Proficient in Salesforce, or a similar relationship management solution, Microsoft Outlook, Word, PowerPoint, and Excel.
- Ability to travel frequently (including nights and weekends) as global health conditions allow.
- Bachelor's degree or equivalent work experience.

ABOUT THE BOUVÉ COLLEGE OF HEALTH SCIENCES

For more than a century, Northeastern University's Bouvé College of Health Sciences has championed a simple idea: Experience deepens learning. Bouvé College of Health Sciences offers the opportunity to study a broad array of both graduate and undergraduate programs in health, public health, and the health profession fields. Physical, biological, behavioral, social, environmental, and health systems sciences courses offer valuable clinical opportunities for students interested in pursuing pre-med, pre-health, or pre-PT tracks.

Here, at one of the nation's leading health science colleges, future pharmacists, policymakers, administrators, nurses, physical therapists, scientists, speech therapists, and psychologists learn from renowned professors, while apprenticing alongside preeminent clinicians and researchers at top health institutions.

Bouvé College of Health Sciences encompasses **four exceptional schools**, School of Community Health and Behavioral Sciences, School of Clinical and Rehabilitation Sciences, **School of Nursing**, and **School of Pharmacy and Pharmaceutical Sciences**. Together, these institutions leverage interdisciplinary collaboration and strategic synergies to tackle the world's most pressing health challenges.

It is this cross-pollination of academic rigor, interdisciplinary perspectives and globally recognized experiential learning that distinguishes Bouvé and its graduates. Learn more at <https://bouve.northeastern.edu/>.

ABOUT NORTHEASTERN UNIVERSITY

Led by **President Joseph Aoun**, Northeastern University is a global, experiential, research university built on a tradition of engagement with the world, creating a distinctive approach to education and research. The university's global network of campuses includes the Boston flagship campus, which offers a comprehensive range of undergraduate and graduate programs leading to degrees through the doctorate in nine colleges and schools, as well as graduate campuses in Charlotte, Oakland, San Francisco, Silicon Valley, Seattle, Toronto, Vancouver, London, and Portland, ME.

Northeastern recently completed its **merger with Mills College**, which brings Mills' distinctive mission focused on access, equity, social justice, and women's leadership into Northeastern's global network. In addition to Mills College at Northeastern University, the merger will establish the Mills Institute, dedicated to advancing women's leadership and to empowering BIPOC and first-generation students.

Classified as a top-tier research institution and listed at #40 according to the U.S. News & World Report 2020 Best National Universities Rankings, Northeastern has elevated itself to a powerhouse on par with the nation's elite research colleges and universities. These achievements build upon Northeastern's unprecedented momentum, which includes continued investments in research and faculty recruitment, record-high student applications, and momentous fundraising success.

The Office of University Advancement plays an integral role in furthering Northeastern's game-changing vision of transforming the University into diverse networks of learners and innovators, empowering members of its global community to succeed in an era of unprecedented technological and cultural change. Guided by Senior Vice President for University Advancement, Diane MacGillivray, the Office of University Advancement is a thriving fundraising environment with an engaged, dedicated, and generous donor universe that is ensuring a strong, sustainable future for Northeastern University.

The Northeastern community continues to thrive during unprecedented and challenging market conditions and has shown tremendous dexterity and resilience during the current pandemic. Quickly transitioning to remote learning, the institution continues to educate its students and advance the frontiers of knowledge through its research.

Strategic Plan: See the future in **Beyond 2025**, which presents a unique vision of the future of education rooted in experience, emphasizing impact in the world through education and research, and promoting deeply held values at the heart of Northeastern's mission.

APPLICATION INFORMATION

Please submit your resume and cover letter to bchs-dmg@pearlstreetcollective.com. Adele Mezher and Maeve Clifford, Managing Partners at **Pearl Street Collective**, a national women-owned search firm committed to advancing the common good, are leading the search.

Northeastern University is an equal opportunity employer seeking to recruit and support a broadly diverse community of faculty and staff. Northeastern values and celebrates diversity in all its forms and strives to foster an inclusive culture built on respect that affirms inter-group relations and builds cohesion.

All qualified applicants are encouraged to apply and will receive consideration for employment without regard to race, religion, color, national origin, age, sex, sexual orientation, disability status, or any other characteristic protected by applicable law.

To learn more about Northeastern University's commitment and support of diversity and inclusion, please see www.northeastern.edu/diversity.