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Leadership Annual Giving Officer

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Company: University of South Dakota Foundation and Alumni Association

Location: Sioux Falls

Category: other-general

Leadership Annual Giving Officer (Full Job Description) This position can be based out of our Vermillion or Sioux Falls locations. The University of South Dakota Foundation is dedicated to empowering the next generation of leaders by providing exceptional educational opportunities and resources. We support the University of South Dakota, a world-class institution committed to academic excellence and innovation. Our foundation plays a crucial role in ensuring that students have access to the education they need to achieve their dreams. We are seeking a dynamic and motivated Leadership Annual Giving Officer to join our team. The Leadership Annual Giving Officer will be responsible for developing and implementing strategies to secure financial support from our alumni, community stakeholders, and friends, with a primary focus on leadership annual giving. This position can be based out of the office or in a hybrid setting while noting the travel required for the position. This position is not eligible for remote work outside the greater Vermillion and Sioux Falls communities.

Essential Duties & Responsibilities Discovery work to uncover qualified/disqualified major gift donors, long-term engagement of annual donors, and obtain new annual donors of \$1000+. Conduct visits to uncover inclination, capacity, and readiness, and curate next steps for follow-up. Implements and executes strategies for identifying, engaging, and successfully soliciting individuals for gifts to support the University with an emphasis on soliciting gifts at the leadership annual giving level. Manages a portfolio of prospects through an active schedule of solicitation, engagement, and stewardship calls and in-person or virtual visits to donors and new prospects. High volume of daily touchpoints (email, phone calls, social media) to help identify and keep engaged leadership-level donors. Partner in overall engagement

strategy execution through the integration of annual giving, marketing, and stewardship. Maintains information on assigned constituents and prospects including contact reports in the constituent database system. Travel required. Minimum Qualifications Bachelor's degree in business, marketing, communications, or related fields. Previous experience in fundraising, business development, sales, marketing, or communications or higher education is preferred. Valid driver's license and safe driving record. Salary Range: \$45,000 to 55,000 The University of South Dakota Foundation is an equal opportunity employer. This position included an excellent benefits package and a generous PTO policy. Interested applicants should submit a letter of interest and resume to Joe Hoose, Executive Director of Talent Management, at careers@usdfoundation.org.

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