



## **Senior Director of Prospect Development Wichita State University Foundation**

The Wichita State University Foundation is excited to begin the search for a Senior Director of Prospect Development. This brand new, strategic position will further the investment in our excellent research team and build new capabilities for the future. The Senior Director will report to our Vice President of Finance and Operations and will lead the Prospect Development team to expand our impact through portfolio development, research, and prioritization.

Responsibilities for this position include:

- Leading a team to implement a comprehensive program that includes proactive and reactive prospect identification; donor research; wealth and giving capacity assessments; market research; data mining; and assessment of related vendor screening products and relationships.
- Using effective relationship skills, acting as a connection point between a strong data analytics team and an effective fundraising team to build a pipeline of donors to Wichita State University.
- Working with fundraising leaders, consulting on portfolio management, metrics, benchmarking, and tracking.

Our Prospect Development team has deep knowledge of the initiatives of Wichita State University and their work focuses our resources to connect the right donors to the right opportunities at the right time. The ideal candidate for this position will be able to think strategically, influence peers through data storytelling, and move our organization forward with analytic and predictive skills. We welcome candidates who have experience within and beyond higher education who embrace our mission and wish to have a real impact on advancing the future of Wichita State University.

Minimum requirements for the position include:

- Bachelor's degree from an accredited college or university
- 10+ years' experience in prospect development, data analytics, or marketing
- Demonstrated success in a team-management/supervisor role
- Expertise and facility with wealth screening, data mining, donor modeling, and data analytics techniques, tools, and platforms.
- Ability to distill and explain complex information in a variety of formats and a high level of attention to detail, accuracy, and thoroughness.
- Curiosity and an enthusiasm for problem solving
- Knowledge of CRM database management systems and reporting applications. Proficient in Microsoft Word, PowerPoint, and the ability to learn new software.
- Commitment to the WSU Foundation core values: Integrity, Service, Teamwork, and Relationships

Preferred requirements:

- Prior fundraising experience in a university setting
- Knowledge of Wichita State University and a commitment to higher education

We offer outstanding benefits including time off for vacation, sick leave, and volunteering. We also offer top-tier medical/dental/vision coverage (100% premium paid for employee/50% for dependents), term life insurance, short and long term disability, tuition reimbursement, 8.5% company matching on retirement accounts after one year, and more.

Think this sounds like your dream job? Follow the link below to fill out an application and send any questions to Katherine.Holmgren@wichita.edu

We can't wait to meet you!

To Apply:

Please fill out an application, submit your resume and a cover letter explaining your interests in, and qualifications for, the position by clicking [here](#).

Priority application deadline: December 10, 2021

**WSU Foundation is an EOE employer**