



Director of Development

Point University is a private liberal arts institution that educates our students within a Christian worldview so they are equipped to take their faith into the marketplace and all of life while achieving their professional goals. We are training the next generation of Christian leaders to take the cross to more job sites, churches, industries, and nations than ever before.

The Director of Development is responsible for all fundraising and development activities by forging new relationships to build the university's visibility, impact, and financial resources. This position will design and implement a comprehensive plan for key external alliances by cultivating individual and philanthropic support.

Primary Duties

- Establish and implement the infrastructure needed to grow the solicitation of major gifts, federal and state grants, special events, and corporate and foundation support.
- Expand and diversify Point University's donor base/pipeline and work closely with other team members to secure funding for new initiatives.
- Develop systematically and effectively strengthen the organization's overall fundraising capacity.
- Identify and implement strategies to increase new donors, small gifts, and electronic giving.
- Collaborate with the Vice President of Advancement to develop and implement the university's financial strategy.
- Prepare foundation and grant proposals in support of capital campaigns.

Requirements

- Bachelor's degree from accredited institution.
- Five years of experience in fundraising.
- Flexible and adaptable style; a leader who can positively impact both strategic and tactical fundraising initiatives.
- Experience with Raiser's Edge.
- Demonstrated experience and expertise in database management, research, and analysis.
- Reliable, detail-oriented and able to work and think independently and should possess excellent customer service skills.
- Outstanding communicator, have excellent written, presentation, oral communications and interpersonal skills.
- Self-starter who can earn the respect and trust of internal and external constituents and work collaboratively with colleagues.