



## University of Toledo Foundation

### Director of Development for The College of Business and Innovation

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**Reports to:** Associate Vice President of Development  
**Location:** Toledo, Ohio

#### The Position

The Director of Development (Director) is a key member of the University of Toledo (UT) Foundation Advancement Team. S/he will develop and execute a comprehensive major gift fundraising plan to maximize charitable support for the College of Business and Innovation (COBI). The Director will identify and build relationships with prospective donors and alumni capable of making gifts of six figures and above. S/he will cultivate, solicit, and close these gifts, and steward the donor relationships to advance the strategic priorities of the College.

**Opportunity.** The new Director of Development has a tremendous opportunity to work side by side with a new Dean, committed faculty, the advancement team, and community leaders to realize a new vision for the future of business education. You will tailor a new major gifts plan that reflects the new Dean's vision for COBI to inspire and engage many of the 27,883 alumni. With support of a 25-member Advisory Board, you will work to sustain the engagement of 703 active alumni and forge new relationships with alumni as well as business and community leaders, as you promote philanthropic opportunities of this world-class College of Business and Innovation.



Along with the arrival of a new Dean, the Director of Development will play an integral role in the preparation and execution of the University's largest comprehensive campaign.

The new Director of Development will:

- Advance the missions of the College of Business and Innovation and the University by planning, organizing, and implementing strategies to increase the level of personal engagement and financial commitment from alumni and donors
- Build upon a strong major gift and philanthropic culture throughout the College
- Partner with the Dean, faculty, officers, and Advancement staff to implement major gift fundraising strategies, plans, and goals
- Lead gift solicitations, in concert with University leaders, to fund programs and to strengthen the resources of COBI

- Implement strategies to connect and engage alumni, faculty, community members, and local and national philanthropists in major gift opportunities
- Meet or exceed specific goals, including donor visits, donor retention and acquisition, and dollars raised
- Have a passion for the mission of the University and its impact on its students, alumni, and community

**Position Competencies, Skills, and Qualifications.** The ideal candidate is a highly energetic professional with a strong track record of building donor relationships and closing gifts in the six-figure range, particularly in a higher education setting. The candidate also possesses strong behavioral competencies and attributes as described below.

#### Functional/Technical Knowledge and Skills

- Expertise in fundraising strategies and techniques, including compliance with governmental and University policies and procedures
- Success in closing major gifts as well as initiating, cultivating, and sustaining relationships with major donors
- Knowledge of various gift opportunities and giving vehicles and facility in recommending the options most suitable for donors
- Experience with individualized cultivation, solicitation and stewardship letters, proposals, and reports
- Ability to track and report progress using specific metrics, to analyze data to develop solicitation strategies, and to manage a donor portfolio using a moves management system
- Coordinate development efforts in collaboration with the Dean, volunteer leadership, and others within COBI and the University of Toledo Foundation

#### Behavioral Competencies and Attributes

- Passion for the work; ability to lead with vision
- Proactive leadership style that encourages teamwork and interaction with Advancement team, dean, faculty, officers, and others
- Effective problem-solving and decision-making abilities
- Strategic, analytical thinking related to relationship building and gift solicitation planning
- High level of skill in verbal, written, and interpersonal communication
- Ability to establish priorities, goals, and timelines to achieve quantifiable outcomes
- Capacity to organize activities effectively and with high level of attention to detail
- Orientation toward actions and results
- Integrity and ethical conduct in all activities internal and external to the University

#### Qualification Requirements

- Bachelor's degree required
- Three or more years successful experience in major gift fundraising
- Experience in engaging diverse constituencies and working with others

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- Record of developing and implementing effective fund development plans and achieving metric-driven goals
- Ability to travel; willingness to work evenings and weekends
- Valid driver's license and safe driving record

### Desirable

- Graduate degree and/or CFRE
- Successful experience at comparable-size higher education institution or complex nonprofit organization

## About The College of Business and Innovation

Among its distinctions:

- COBI is among only 5% of business programs worldwide accredited by the world's premier business school accrediting association, The Association to Advance College Schools of Business (AACSB).
- COBI's accounting program holds a separate AACSB accreditation, a distinction that can only be claimed by 2% of business schools worldwide.
- In 2017, Bloomberg listed COBI as one of the top 100 undergraduate business schools in the nation.
- The *Princeton Review* has recognized COBI's graduate programs among the best since 2008.
- Eduniversal Ranking for the 4000 Best Masters and MBAs in 32 fields of study worldwide ranks COBI's:
  - Masters of Business Administration General Management 35th in North America
  - Human Resources Management 30th in North America
  - Marketing and Professional Sales 37th in North America
  - Master in Supply Change Management #93 worldwide
  - Executive MBA #47 in North America



The College of Business and Innovation, established in 1930, is the largest professional college on UT's campus. Faculty provides 3,000 students the very best well-rounded experience by bringing relevance to the classroom and state of the art knowledge about current business trends and topics that translate to cutting-edge research in classroom applications.

COBI occupies a 54,000-square-foot, state-of-the-art complex that houses classrooms, five action learning labs, and serves as a hub for community outreach and engagement activities. One of the learning labs offers students access to financial data from around the globe in a real-world environment. Students also have the opportunity for hands-on financial experience by managing a \$1 million investment fund held at The University of Toledo Foundation. Its Edward H. Schmidt School of Professional Sales is ranked in the top 5% of all professional sales programs in the world.

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The Business Career Programs Office, working with 500 companies in the region and around the world, places 85% of students in internships and more than 93% of students are placed in employment upon graduation.

Studying abroad is encouraged to develop professional and cross-cultural skills. Through the University Studies Abroad Consortium, students participate in summer, semester, and yearlong programs in 37 sites in 25 countries, such as Italy, England, Spain, Japan, Australia, and China. With the vision of “Global Scope and Regional Impact—Making a Difference,” the College of Business and Innovation is in the business of preparing today’s and future generations of business owners, entrepreneurs, accountants, CPAs, and financial planners with tools to address relevant business challenges with innovative solutions.

### More About The University of Toledo

**The Foundation.** The University of Toledo Foundation, [www.utfoundation.org](http://www.utfoundation.org), an independent 501(c)3 organization, exists for the sole purpose of supporting UT. Its mission is *to secure the future for the University through prudent asset management and philanthropy. We build strong linkages between alumni and the university, fostering a spirit of loyalty and opportunity for engagement.* The Foundation includes alumni relations, development, and special events. Through its subsidiary, the UT Real Estate Corporation, the Foundation also manages off-campus real estate matters for the University.

The Foundation’s philosophy focuses on creating intergenerational equity by supporting current needs as well as future generations. The Foundation has a \$427.6M endowment and \$509.5M in assets. In 2017, the Foundation provided \$16.8M in support to the University and embraces its mission by aspiring to be a forward-thinking philanthropic organization, providing impactful financial support and engagement opportunities for transformation throughout the University community.

**The University of Toledo.** An urban institution founded in 1872, UT is situated on 985 picturesque acres in the city of Toledo, surrounded by family-friendly neighborhoods. The Main Campus features nine modern residence halls, a Gothic bell tower, a Student Recreation Center, Ritter Planetarium & Brooks Observatory, Student Union, Carlson Library, Memorial Field House, football stadium and a basketball and athletic complex. The Health Science Campus, located approximately five miles from Main Campus, is home to graduate health programs and the UT Medical Center and Orthopedics Center.



UT is the third-largest public university in the state following the merger with the Medical University of Ohio in 2006. The Main Campus and Health Science Campus offer more than 300 undergraduate, graduate, and professional programs under the instruction of more than 7,000 faculty. Campus life offers more than 350 student organizations, and UT is a member of the NCAA Division 1 Athletics and participates in the MidAmerican Conference.



Among its Points of Pride, UT welcomes students who overcome the impossible and achieve the unthinkable. Approximately one-third of the 20,300-plus students are first generation college students, representing 46 states and 82 countries. UT is the second largest employer in the Toledo region with a regional economic impact of \$3.3 billion. There are 155,550 living alumni and 33% of the alumni remain in the metropolitan area. Refer to [www.utoledo.edu](http://www.utoledo.edu) for more information.

## Life in Toledo and Northwest Ohio.

Home of the iconic Jeep, Tony Packo's famous Hungarian hot dogs, and the mighty Mud Hens, Toledo, Ohio, is thriving in every way. From its rejuvenated downtown and bustling waterfront to its charming neighborhoods and parks, Toledo is one of the Midwest's most vibrant and livable cities. Known as "The Glass City" for its roots in the glassmaking industry, Toledo is home to an array of attractions, from world renowned arts and culture venues and respected academic institutions to outdoor, recreational, and sporting activities. With Lake Erie and the Maumee River as natural backdrops, Toledo is consistently ranked among U.S. News and World Report's "best places to live" for its thriving job market and value, low cost of living, and high quality of life.

More than 600,000 people call the Toledo metropolitan area home—giving the region all the attributes of a large cosmopolitan area, but still retaining the advantages of small-town atmosphere and charm. The region, once a manufacturing mecca, is reinventing itself as a leader in technology and research.

Toledo's newest entertainment district, "Hensville," located in the downtown Warehouse District, embodies the resurgence of economic development in the downtown area. Hensville is an entertainment destination for all, offering live music, festivals, beer tastings, and summer fireworks. Major attractions include: Fifth Third Field, home to the Mud Hens minor league baseball team; the Huntington Center, home of Toledo's minor league hockey team the Walleye and an award-winning event venue; and Hensville Park, an outdoor gathering space for live music of all genres. Fine and casual dining, brewpubs, vibrant nightlife, and shopping round out the Hensville experience. The downtown's riverfront area is also booming. International Park offers eclectic dining experiences and access to the Museum of the Great Lakes.

Toledo is well known for its arts community and rich cultural history. The internationally renowned Toledo Museum of Art houses an extraordinary collection of impressionist, ancient, and contemporary art. Across from the museum is the Glass Pavilion, home to glass art dating back to the time of the pharaohs. The Toledo Zoo boasts over 500 species of mammals, birds, reptiles, and an aquarium. The Botanical Garden and Butterfly House and Imagination Station, the city's science museum, are among Toledo's top cultural attractions. Nearby attractions include the world-famous Cedar Point amusement park and Put-In-Bay, with its myriad restaurants and activities, which make great weekend destinations. And the shores of Lake Erie offer beaches and lighthouses to be explored.

Toledo has extensive public, charter, and parochial education choices. Within 50 miles of Toledo, there are 33 schools of higher learning, making the region one of the highest concentrations of higher learning in the nation.

From Westgate to Southwyck and Five Points and Old West End to Ottawa Hills, Toledo offers the best in neighborhood livability, boasting affordable housing, charming architecture, rich ethnic histories, and abundant green space. For those who prefer an urban lifestyle, Toledo provides an ideal living and working environment offering an abundance of residential living

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options with a contemporary or historic aesthetic and access to the downtown's abundant dining, nightlife, and shopping experiences.

With more than 12,000 acres of protected natural land and 120 miles of trails, Toledo's Metroparks encourage an active lifestyle and an appreciation of natural resources. Toledo is home to two airports, a short driving distance to the Detroit Metropolitan Airport, and within a four-hour or less drive to Chicago, Pittsburgh, Cleveland, Indianapolis, Columbus, and Cincinnati.

## Application Process

Benefactor Group is pleased to be working with The University of Toledo Foundation to identify the Director of Development for the College of Business and Innovation.

To apply, please send cover letter and resume to: [HR@benefactorgroup.com](mailto:HR@benefactorgroup.com)

Candidates are urged to visit the websites of the UT Foundation at [www.utfoundation.org](http://www.utfoundation.org) and the University of Toledo at [www.utoledo.edu](http://www.utoledo.edu)

### Equal Employment Opportunity (EEO)

The University of Toledo Foundation is an equal opportunity employer. We hire and promote based on an individual's qualifications, skills, ability to do the required work, merit, and overall potential. Diversity and equal employment opportunities are integral to all our business activities. Our policy of Equal Employment Opportunity (EEO) is administered fairly to govern all parts of recruitment and selection, employment, job assignment, transfer, compensation, access to benefits and training, participation in recognition, corrective action, termination, and social and recreational programs as protected by federal, state, or local law. We will not discriminate based on your race, color, gender, sexual orientation, age, religion, national origin, disability, military status, or any other classification protected by law. You will not be subjected to unlawful harassment, intimidation, threats, retaliation, coercion, or discrimination.