



DIRECTOR OF DEVELOPMENT

Midway University is seeking an energetic Director of Development to identify, cultivate and solicit prospects for major and/or annual gifts from individuals, corporations and foundations. This individual should have an understanding of complex and sensitive fundraising initiatives such as major gifts, annual and planned giving, and corporate and foundation relations.

The Director of Development is part of a team that reports to the VP of Advancement and will make direct solicitation calls to potential donors and compose follow-up call reports; cultivate prospects for major, corporate, leadership, foundation, or planned gifts; have extensive contact with potential donors, corporate officials, foundation officers and/or financial advisors to generate gift proposals; assist in activities related to the annual fund, alumni relations, special events and community relations; assist with growth of giving societies, coordinating stewardship activities and developing strategies to grow these groups of donors; and, act as liaison with community civic and support groups.

The qualified applicant must possess proven customer relations experience and outstanding communication skills (both verbal and written), excellent organizational, detail skills and be able to handle multiple tasks with frequent interruptions. Bachelor's Degree required, with 5-7 years fundraising experience. Midway University offers comparable salary plus an excellent benefits package.

Midway University, founded in 1847, is a private, liberal arts-based institution with career-focused majors. We offer traditional semester undergraduate programs as well as accelerated format evening and online undergraduate and graduate programs. Our students are from all across the United States and many international countries. Our story is a unique one born out of an idea to educate orphaned women. Our beautiful campus is located on 200 acres in Midway, Kentucky in Woodford County.

Midway University is an equal opportunity employer.

Posted: 06/12/2019