DIRECTOR OF DEVELOPMENT

Franklin College seeks a Director of Development. This is a full-time, salaried position reporting to the Vice President for Development and Alumni Engagement. This position serves as a primary fundraiser for Franklin College by implementing the major gift program, including capital campaigns, annual and planned gifts. Located approximately 30 minutes from culturally rich downtown Indianapolis, Franklin College is a private, four-year liberal arts and sciences college.

RESPONSIBILITIES

- Assist the VP of Development & Alumni Engagement with aspects of designing, implementing and assessing a comprehensive major gift fundraising program for Franklin College.
- Manage a strategic cultivation and solicitation program for leadership and major-gift level donors.
- Manage a strategic cultivation and solicitation program for capital campaign donors.
- Assist Director of Planned Giving with marketing ideas and implementation for Horizon Society giving.
- In partnership with Director of Planned Giving, solicit planned gifts and members for the Horizon Society to ensure Franklin College’s future growth and assist generations of students to come.
- Assist with creation of stewardship program to appropriately recognize major donors.
- Assist in identifying prospects to diversity and expand donor base; outreach to same.
- Support alumni engagement and fundraising in regional areas where assigned contacts reside and work.
- Seek and secure major annual gifts and bequests from Homecoming Reunion Alumni.

REQUIREMENTS

- Bachelor’s degree required
- Minimum of three-five years’ experience in fundraising/relationship management.
- Knowledge of major gift acquisition and planned giving vehicles and willingness to pursue education in those areas.
- An astute, collaborative leadership style that fosters teamwork.
- Outstanding interpersonal and public communication skills.
- Highly organized self-starter with professional expertise to effectively seize upon opportunities for philanthropy at Franklin College.
- Adhere to the gift acceptance policies and guidelines approved by the Board of Trustees.
- Willing to travel, work nights and weekends occasionally, maintain confidentiality, be honest and trustworthy and understand critical role in advancing the mission of Franklin College.

Excellent benefits package including: health, life and disability insurance, paid vacation, sick and holiday time, retirement plan, and full tuition benefits for employees and their family. Review of applications will begin immediately and continue until the position is filled. Qualified candidates should submit electronically (MS Word or PDF) a cover letter, resume and contact information for three professional references via the application link – Franklin College Staff Application.

Contact Human Resources with additional questions.
Franklin College
101 Branigin Boulevard
Franklin, IN  46131
humanresources@FranklinCollege.edu
www.FranklinCollege.edu

Franklin College is committed to providing an inclusive and welcoming environment and to ensuring that educational and employment decisions are based on individuals' abilities and qualifications. Consistent with these principles and applicable laws, it is therefore the College's policy not to discriminate on the basis of age, color, disability, gender, gender expression, gender identity, genetic information, national origin, marital status, race, religion, sex, sexual orientation or veteran status as consistent with the Policy on Prohibited Discrimination, Harassment and Related Misconduct. No person, on the basis of protected status, shall be excluded from participating in, be denied the benefits of, or be subjected to unlawful discrimination, harassment, or retaliation under any College program or activity, including with respect to employment terms and conditions. Such a policy ensures that only relevant factors are considered and that equitable and consistent standards of conduct and performance are applied.