Now Hiring: GATEways Director of Development

The UC Davis Arboretum and Public Garden is a living museum connecting people with the beauty and value of plants. Its extensive gardens and innovative public programs serve as a major outreach and public engagement portal for UC Davis, one of the preeminent public research institutions in the world. Plant collections are displayed in 100 acres of specialty gardens in the Arboretum proper and 5,000 acres of campus landscapes that are always free and open to the public. The campus attracts over 3 million visitors annually from the Northern California region and beyond.

The work of the Arboretum and Public Garden is framed around a key initiative, the UC Davis GATEways Project. Originally created in 2007, the GATEways Project (Gardens, Arts, and The Environment), envisions the Arboretum and other campus landscapes as public areas for engagement with academic activities, showcasing the work of students and faculty through educational landscapes, public art, outreach centers, interpretive exhibits, performance spaces, and gathering areas. Community members participate in helping to co-create these experiences and landscapes. The GATEways Project was adopted in 2009 as a central element of the master plan for the entire campus.

The Arboretum and Public Garden is at the forefront in creating a new model for botanic gardens and museums nation-wide. National thought leaders, such as Dr. Peter Raven, are lauding the Arboretum and Public Garden for its high-level of community engagement, commitment to public access, and emphasis on co-creating unique ways to share the academic riches of campus with the regional community while promoting environmental responsibility.

The Arboretum and Public Garden is seeking a senior development officer with the primary responsibility for raising significant private support in the form of major philanthropic gifts from individuals and foundations. Under direction of the Associate Vice Chancellor for Development, School and Unit Programs (AVCSUP), with joint reporting to the Director of the Arboretum and Public Garden, the incumbent will design, develop, and implement a major comprehensive gifts program, setting the stage for the Arboretum and Public Garden’s involvement in the next UC Davis comprehensive campaign. We seek candidates with broad general knowledge and experience in all aspects of major gifts fundraising.

The incumbent will function as a UC Davis major gifts officer, operating in full compliance with development polices and collaborating with other development professionals throughout the university. The position has UC Davis-wide visibility and duties, as well as regional and national visibility as a key representative of UC Davis to an audience of leaders interested in community engagement and education focused on the environment and sustainable horticulture for the 21st century.
In framing a case for support, the position will focus on opportunities relating to the GATEways Project and how it interfaces with disciplines and departments across campus; thus, the successful candidate must be able to clearly articulate the broad GATEways vision of community engagement and education in a compelling way to sophisticated audiences of donors, academics and community leaders. The priority will be on seeking donor investment in the overall project, rather than funding for specific programs, gardens or facilities within the project.

The incumbent will be a key member of the administrative unit of the Arboretum and Public Garden, working in a fast-paced, flexible and friendly environment that highly values teamwork, innovation and collaboration with campus partners and community volunteers. The incumbent will contribute to discussions regarding programs, marketing/communications and other areas as may be requested to achieve success of the Arboretum and Public Garden. The position will be housed with Arboretum and Public Garden staff but will have full access to resources and specialized fundraising support services housed in campus Central Development offices.

**Minimum Qualifications:**

- Expert knowledge of all aspects of fundraising, public relations and donor relationship management.
- Significant demonstrated experience securing major gifts to meet or exceed fundraising goals and objectives.
- Advanced political acumen to establish and maintain good working relationships at all organizational levels and with outside constituencies, including donors and volunteers.
- Expert interpersonal communication skills (written and oral), allowing for the creation of compelling letters and proposals that are eloquent and grammatically correct.
- Expert analytical, critical thinking, problem-solving and negotiation skills.
- Expert project/program management skills, including skill in setting and meeting program/project goals and objectives within budget and time constraints.

**Preferred Qualifications:**

- Demonstrated experience leading fundraising programs in a higher education and/or public museum setting.
- Demonstrated experience managing a major individual gift prospect portfolio, including developing and implementing individualized prospect strategies.
- Demonstrated experience working with private foundations, and leveraging state and federal government support to secure private funding for endowments, programs and projects.
- Demonstrated experience educating prospective donors about planned giving vehicles.
- Demonstrated experience in developing campaign tools/strategies and leading campaign fundraising activities.
- Experience and skill to work with support staff to plan donor cultivation and stewardship events and activities.
- Experience in the topical areas related to living museums (e.g., education, community engagement, sustainability, environment).

Position is open until filled, for full consideration apply as soon as possible.

For additional information and a complete job posting, please visit: http://arboretum.ucdavis.edu

To apply: https://www.employment.ucdavis.edu/applicants/jsp/shared/position/JobDetails_css.jsp?postingId=257404

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