

Senior Director of Development, Surgical Specialties

This is an outstanding opportunity for a major gift officer to join a high-performing team within UCLA Health Sciences Development. The area has a strong pipeline and track record of success as well as solid faculty partners. Please reach out to Melissa MacRae at mjmacrae@mednet.ucla.edu with any questions or apply online. This is a hybrid position with compensation up to \$140K and excellent UCLA benefits.

When you join UCLA Health, you become part of one of the most comprehensive and advanced health care systems in the world. Together, UCLA Health and the David Geffen School of Medicine at UCLA strive every day to be a model that redefines the standard of excellence in health care with an integrated mission to provide state-of-the-art patient care, train top medical professionals and support pioneering research and discovery. As Senior Director of Development for Surgical Specialties, you can be part of our commitment to this mission by working with our team to raise the funds that keep vital research and initiatives in motion. As a member of UCLA HSD, you will become part of a dynamic, collaborative and innovative team that offers long-term opportunities for professional development and growth as part of our robust External Affairs enterprise serving UCLA.

Primary Responsibilities

As the Senior Director of Development, Surgical Specialties, you will design, implement and manage a robust major gifts program to attract private support for UCLA Health Sciences, with an emphasis on surgical specialty areas within the collaborative Immunology, Inflammation, Infection and Transplantation research theme. In conjunction with the Senior Executive Director, you will establish goals and objectives for assigned areas, develop and execute strategies for fund raising, stewardship, cultivation and communications. You will also be responsible for developing annual operating plans and evaluating progress to goals. You will personally cultivate, solicit and steward major gift donors and manage a portfolio of major gift prospects, with a focus on six- and seven-figure gifts. This role will enable you to bring your strategic thinking, prior experience and passion for the work of UCLA Health to make a significant difference for our patients, our community and your team members. UCLA is dedicated to bringing greater equity to our workplace and offers a very competitive total rewards package.

** Please note, this is a hybrid position. **

Qualifications

1. A minimum of five to seven years progressively significant, relevant, successful experience in fundraising, with an emphasis on grateful patient fundraising and major gift experience and/or prior professional experience in a related field such as sales, marketing or business development.
2. Experience working in a highly matrixed organization, with a successful track record of building a culture of philanthropy and strong partnerships with internal and external stakeholders.
3. Proven track record in development program or comparable program planning and management with a strong understanding of major gift fundraising preferably in an academic medical school setting.
4. Skill in developing and implementing successful strategies for identification, cultivation and

solicitation of individuals, corporations, and foundations.

5. Outstanding organizational skills and proficiency in prioritizing assignments to complete work in a timely manner and on deadline.

6. Exceptional interpersonal skills to interact effectively with donors, volunteers, academic leaders, faculty, staff.

7. Excellent oral and written communication skills.

8. Strong experience participating in strategic planning.

9. The ability to navigate and be effective within a complex organization.

10. Entrepreneurial self-starter who works well independently while, at the same time works well collectively and collaboratively with colleagues to achieve common goals.

11. Some travel with ability to work evenings and weekends as required.

12. Prior experience in healthcare or higher education is preferred.

13. Bachelor's degree is preferred.

Employment is contingent upon completion of a satisfactory background check.

The University of California is an Equal Opportunity/Affirmative Action Employer advancing inclusive excellence. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, age, protected veteran status, or other protected categories covered by the UC nondiscrimination policy.

<https://developmentcareers.ucla.edu/posting.aspx?Type=dev&ID=2139>