Invites applications for the following position(s):

COMPETITION NUMBER: 493
Administrative and Professional Staff (APSA)
Continuing Position
DIRECTOR, ADVANCEMENT, GRADE 13
UNIVERSITY ADVANCEMENT
POSITION NUMBER: 598

POSITION OUTLINE:
The incumbent leads a Faculty team comprising professional and academic staff in the development and implementation of strategies that facilitate and generate maximum support for the Faculty of Applied Sciences and the University. The incumbent is responsible for managing relationships with donor prospects determined to have the ability to make major gifts at the $100K or higher level and also manages a portfolio of major individual, corporate and foundation donors by developing and implementing strategies for securing financial support from existing and new donor prospects including identifying, qualifying, cultivating, soliciting, and stewarding these relationships.

QUALIFICATIONS:
- Undergraduate degree in a relevant discipline and six years of related fundraising experience or an equivalent combination of education, training and experience.
- Excellent interpersonal, communication (oral and written), and relationship management skills.
- Proficient in the use of word, database, spreadsheet, and presentation applications and prospect management systems.
- Excellent supervisory skills.
- Excellent research, solicitation, and cultivation skills.
- Excellent organizational, problem-solving, and analytical reasoning skills.
- Excellent human resource management and teamwork skills.
- Excellent strategic planning skill.

SALARY RANGE: $85,767 to $102,419 per annum
START DATE: ASAP

A detailed resume and cover letter quoting Competition #493 must be received in our office by 4:30 pm on September 5, 2017, addressed to the attention of Francesca Turrell, Human Resources Advisor. Please follow the application instructions at: http://www.sfu.ca/hr/prospective_employees/HowToApply.html.
We thank all applicants for their interest; however, only those selected for interviews will be contacted.

The University is committed to the principle of equity in employment
A more detailed job description may be obtained at www.sfu.ca/jobpostings