Invites applications for the following position(s):

**COMPETITION NUMBER: 282**

Administrative and Professional Staff Excluded Position (APEX)
Continuing Position
EXECUTIVE DIRECTOR, UNIVERSITY DEVELOPMENT ADVANCEMENT & ALUMNI ENGAGEMENT
POSITION NUMBER: 123679

**POSITION OUTLINE:**
The Executive Director, University Development leads the strategic development of Simon Fraser University’s comprehensive fundraising strategy, including the identification, cultivation, solicitation and stewardship of the entire SFU donor and friends community. The Executive Director enhances SFU’s profile and fundraising capacity locally, nationally and internationally by overseeing the strategic direction and management of the university’s core development programs including donor relations, gift and estate planning, leadership giving, annual giving, corporate/foundation, and major and principal gift fundraising, as well as oversight of pan-institutional priorities including SFU Athletics, Library and international Advancement. The Executive Director is a member of the senior management team that determines strategic and management plans for University Advancement.

**QUALIFICATIONS:**
- Master’s degree in Arts or Business Administration and ten years of related experience in developing strategic fundraising and cultivation strategies and leading dynamic, effective and sustainable advancement programs, or an equivalent combination of education, training and experience.
- Excellent knowledge of current trends in fundraising, prospect management and the direct solicitation of major gifts.
- Excellent knowledge of development programs including major gift, patron, individual direct response, legacy, corporate, foundation and special events.
- Excellent leadership skills with the ability to articulate, construct, and implement annual and long-term innovative and ambitious development plans across diverse facets of an organization.
- Excellent coaching, mentorship and team building skills.
- Excellent organizational and time-management skills.
- Excellent analytical reasoning and problem-solving skills.
- Excellent budgetary and fiscal management skills.
- Excellent interpersonal and communication skills, with the ability to translate strategic vision into common language.
- Ability to develop relationships and partnerships and to work collaboratively at all levels and areas within the organization.
- Ability to communicate a vision, motivate a team, and create a collaborative, values-based, innovative culture that stimulates creative thinking and a will to seek out excellence.
- Ability to continually analyze and evaluate processes and programs to create innovative and strategic improvements.
- Proficient in the use of standard office applications and enterprise-level information systems.
- Ability to arrange suitable transportation to various work locations.

**START DATE:**
ASAP

This position will remain open until filled. To learn more about this opportunity and to apply through Harbour West Consulting Inc, please go to: [https://hwest.ca/job/executive-director-university-development/](https://hwest.ca/job/executive-director-university-development/)

*The University is committed to the principle of equity in employment*