



Director of Major Gifts Boston, MA

Northeastern University's College of Engineering seeks an entrepreneurial and ambitious Director of Major Gifts to drive fundraising for key programs as the College enters its next phase of strategic growth. This role will be focused on raising major and principal gifts through the identification and cultivation of new donors as well as inspiring current donors to higher levels of giving. The Director of Major Gifts will join a high performing team of dedicated development professionals at the College who have built significant momentum with donors and are optimally positioned for even greater achievements.

Internationally renowned for its excellence in fundamental, interdisciplinary and use-inspired research, the University's College of Engineering boasts 16 multidisciplinary research centers and institutes with funding from eight federal agencies, over 175 faculty engaged in interdisciplinary research and teaching, more than \$65 million in external research awards, robust undergraduate and graduate enrollment, global experiential-learning opportunities and a receptive alumni base. With these assets in place, the College of Engineering has set an impressive pace for increased visibility, fundraising growth and donor engagement.

Reporting into the Director of Development, the Director of Major Gifts will grow and manage a portfolio of individual donors primarily located along the East Coast (New England, Washington, D.C. and Florida, with opportunities for expansion). They will cultivate, solicit, and steward prospects and donors at the major and principal gift levels, while launching a systematic initiative to aggressively identify and qualify new donors that meet institutional fundraising goals with the objective of broadening philanthropic conversations and elevating the portfolio to more solidly reflect donors at the seven-figure giving levels.

The Director of Major Gifts will promote all programming for the College of Engineering, collaborating closely with world renowned faculty across the Bioengineering, Chemical Engineering, Civil and Environmental Engineering, Electrical and Computer Engineering, and Mechanical and Industrial Engineering departments. Looking ahead, multidisciplinary programming and research will be areas of focus for the College of Engineering, in addition to professorships, scholarships, and expanded lab space.

Further, the Director of Major Gifts will serve as a liaison to the [Department of Civil & Environmental Engineering](#), partnering with CDM Smith Professor and Chair, Dr. Jerry Hajjar, to advance the Department's critical work around urban growth and renewal, sustainable construction and living, and environmental transformation. The Director must also inspire the Department's 20-member Industrial Advisory Board (IAB) to new pathways of philanthropic engagement.

The ideal candidate is expected to have at least seven to ten years of frontline major gifts fundraising experience, preferably within higher education, and the maturity to partner with high profile faculty experts. A strategic ability to devise focused and systematic fundraising plans that take into consideration donor interests, and an entrepreneurial mindset that is willing to explore new pathways is necessary. Demonstrated success in planning, executing and successfully closing 6- and 7-figure gifts is essential, as is a track record of effectively identifying new donors. Familiarity with an engineering or research institution is desirable but not required. A bachelor's degree is required; an advanced degree and CFRE designation are preferred. Travel is expected.

Primary Responsibilities

- Champion the work of the College of Engineering (COE) to prospective donors, and function as a conduit externally as well as internally for the work of the College.
- Identify, cultivate, solicit, and steward major gift prospects and donors, including individuals, corporations, and foundations, with the potential to support COE and University priorities and needs across multiple program areas including Institutes and Centers.
- Help to articulate a case for support for research, education and capital needs that meets the strategic goals of COE and its respective programs and disciplines.
- Establish and maintain personal contact with current and prospective donors whose interests and financial capacity have the greatest likelihood of strategically meeting the fundraising goals of COE.
- Become intimately familiar with and understand key initiatives of COE overall as well as its faculty and students, instruction and research, and help prioritize funding opportunities to aid those initiatives.
- Collaborate with appropriate faculty and advancement colleagues to develop prospect strategies and build relationships.
- Identify ways to amplify the impact of the Civil & Environmental Engineering Industrial Advisory Board, including a focus on board development and the suggestion of possible board members with the financial capacity to support the Department's goals.
- Conduct research, prospecting, and application to multiple donor sources.
- Utilize reporting systems and advancement data management system (Salesforce) to identify leads, log activity, create call reports and progress reports, and maintain data integrity of prospect portfolio.

Professional & Personal Characteristics

- Bachelor's Degree required; advanced degree or CFRE desirable.
- At least seven to ten (7-10) years of fundraising experience; familiarity with an engineering or research institution is desirable but not required.
- An entrepreneurial spirit that takes initiative and actively seeks to deepen current donor relationships and forge new ones.
- Commitment to working in a dynamic, fast-paced environment with the flexibility needed to adapt to rapidly changing priorities.
- Superior written, spoken and presentation skills. The capacity to communicate with varying audiences in one-on-one and group settings as needed. An ability to interpret, adapt and further develop the "language" of Northeastern University and the College of Engineering in describing their respective and collective work, aspirations and impact.
- The professional credibility and maturity required to engage and effectively leverage senior management, advisory board leadership and thought leaders in the identification and cultivation of key prospects; an ability to inspire high net worth prospects to financial leadership.
- A high level of self-confidence, creativity, enthusiasm and self-motivation to meet goals.
- A natural relationship builder who is also solution-focused with an approach to development that believes there are no dead-ends, only other roads to pursue.
- Excellent active listening skills.
- Ability to work independently in achieving both engagement and revenue goals.
- Evidence of strong interpersonal skills and to work effectively and collaboratively with both internal and external constituencies.
- Knowledge of Microsoft Office Suite required and knowledge of Salesforce or similar relational database desirable.



- Integrity, creativity, energy and independence; a good sense of humor and a collegial, team-centered approach that contributes to the overall department.
- Attention to detail a must.
- Willingness to travel as needed, including overnight trips and weekends.

About Northeastern University

Northeastern is a global, experiential, research university built on a tradition of engagement with the world, creating a distinctive approach to education and research. With over 255,000 alumni in 179 countries forming 43 global communities, Northeastern is a leader in global experience and diversity. The university offers a comprehensive range of undergraduate and graduate programs leading to degrees through the doctorate level in nine colleges and schools, and select advanced degrees at graduate campuses in Charlotte, Seattle, Silicon Valley, Toronto, and London. [Learn more about the university's institutional accomplishments here.](#)

Experiential learning, anchored by a signature cooperative education program, lies at the heart of a Northeastern education. In 2018 alone, more than 2,100 undergraduate students in the College of Engineering were accepted into its global co-op program with 735 companies across 34 countries. New industry and research opportunities for engineering students were added in such countries as Russia, Brazil, Australia, Scotland, and China.

Northeastern's broad mix of experience-based education programs—including co-op, student research, service learning, and global learning—build the connections that enable students to transform their lives. These connections enrich classroom studies, fuel intellectual and personal growth, and provide students with opportunities to explore their path and discover their passion. These points of real-world engagement—at a university that is a world leader in experiential learning—means that students are better prepared to succeed in the lives they choose. It's the Northeastern difference.

See the future in [Northeastern2025](#) and learn more about the institution's vision for lifelong learning and discovery as it embarks on a strategic plan to guide the university's course for the next ten years.

To Apply

Northeastern University has retained Talent Citizen to assist in this recruitment. Vice President Adele Mezher and Senior Associate Eva Kotilinek are leading the search. Please submit your resume and a cover letter outlining your interest and the reasons why you are best suited for the position and would be a great addition to the College of Engineering. Applications should be sent to coe-dmg@talentcitizen.com.

Northeastern University is an Equal Opportunity, Affirmative Action Educational Institution and Employer, Title IX University. Northeastern University particularly welcomes applications from minorities, women and persons with disabilities. Northeastern University is an E-Verify Employer.