



## University of Toledo Foundation

### Director of Development for

- **The College of Nursing**
  - **The College of Pharmacy and Pharmaceutical Sciences**
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**Reports to:** Associate Vice President of Development  
**Location:** Toledo, Ohio

### The Position

The Director of Development (Director) is a key member of The University of Toledo (UT) Foundation Advancement Team. S/he will develop and execute a comprehensive major gift fundraising plan to maximize charitable support for The University of Toledo College of Nursing and the College of Pharmacy and Pharmaceutical Sciences. The Director will identify and build relationships with prospective donors and alumni capable of making major gifts. S/he will cultivate, solicit, and close these gifts and steward the donor relationships to advance the strategic priorities of both colleges.

**Opportunity in the College of Nursing.** There is renewed vigor and energy within the College of Nursing, led by the new Dean, who joined UT because of the “visionary and action-oriented University President; leading-edge innovation; educational facilities; talented and compassionate faculty, staff, and students; and the collaborative, interdisciplinary programs.” This is a great opportunity to build a philanthropy program for the College. Of the 7,955 nursing alumni, 7.2% give annually. The Dean is eager to meet and engage with alumni and donors to share her vision for a pediatric nurse practitioners program, mission trips for students, endowed chairs and professorships to recruit world-class staff, research programs, and a nursing institute. “I want to work with someone who is a trailblazer, taking this program to ‘wow’.”



**Opportunity with the College of Pharmacy and Pharmaceutical Sciences.** The Director will work with the Dean, senior faculty, and other University officials to engage with the 5,422 alumni of the College and other donors. With an alumni giving rate of 3.14%, tremendous opportunity exists to elevate alumni philanthropic support. The College prides itself on being a practitioners’ school, preparing pharmacists and pharmaceutical scientists to care for patients and meet the demands of the industry. Donors have the opportunity to invest in research that leads to breakthroughs in the treatment of devastating diseases, the

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formulation of cosmetics and personal care products, and scholarships for promising students who need support to achieve their highest aspirations.

The Director of Development will play an integral role in the preparation and execution of the University's largest comprehensive campaign, as the College of Nursing and the College of Pharmacy and Pharmaceutical Sciences forge new trails in education and research.

The new Director of Development will:

- Advance the missions of the College of Nursing, the College of Pharmacy and Pharmaceutical Sciences, and the University by planning, organizing, and implementing strategies to increase the level of personal engagement and financial commitment from alumni and donors
- Build a strong major gift and philanthropic culture throughout the Colleges
- Partner with the Deans, faculty, officers, and Advancement staff to implement major gift fundraising strategies, plans, and goals
- Lead gift solicitations, in concert with University leaders, to fund programs and to strengthen the resources of the Colleges
- Implement strategies to connect and engage alumni, faculty, community members, and local and national philanthropists in major gift opportunities
- Meet or exceed specific goals, including donor visits, donor retention and acquisition, and dollars raised
- Have a passion for the mission of the University and its impact on its students, alumni and community

**Position Competencies, Skills, and Qualifications.** The ideal candidate is a highly energetic professional with a strong track record of building donor relationships and closing major gifts, particularly in a higher education setting. The candidate also possesses strong behavioral competencies and attributes as described below.

#### Functional/Technical Knowledge and Skills

- Expertise in fundraising strategies and techniques, including compliance with governmental and University policies and procedures
- Success in closing major gifts as well as initiating, cultivating, and sustaining relationships with major donors
- Knowledge of various gift opportunities and giving vehicles and recommend the options most suitable for donors
- Experience with individualized cultivation, solicitation, and stewardship letters, proposals, and reports
- Ability to track and report progress using specific metrics to analyze data to develop solicitation strategies, and to manage a donor portfolio using a moves management system
- Coordinate development efforts in collaboration with the Deans, volunteer leadership, and others within the Colleges and The University of Toledo Foundation

#### Behavioral Competencies and Attributes

- Passion for the work; ability to lead with vision
- Proactive leadership style that encourages teamwork and interaction with Advancement team, Deans, faculty, officers, and others

- Effective problem-solving and decision-making abilities
- Strategic, analytical thinking related to relationship building and gift solicitation planning
- High level of skill in verbal, written, and interpersonal communication
- Ability to establish priorities, goals, and timelines and to achieve quantifiable outcomes
- Capacity to organize activities effectively and with a high level of attention to detail
- Orientation toward actions and results
- Integrity and ethical conduct in all activities internal and external to the University

#### Qualification Requirements

- Bachelor's degree required
- Three or more years successful experience in major gift fundraising
- Experience in engaging diverse constituencies and working with others
- Record of developing and implementing effective fund development plans and achieving metric-driven goals
- Ability to travel; willingness to work evenings and weekends
- Valid driver's license and safe driving record

#### Desirable

- Graduate degree and/or CFRE
- Successful experience at comparable-size higher education institution or complex nonprofit organization

### About the College of Nursing

Nursing is a challenging career that incorporates theory, complex technology, and caring. The University of Toledo College of Nursing is preparing nearly 600 young men and women to become nurses and nurse practitioners. Its mission is *to improve the human condition, to engage and serve a diverse learner population as part of a larger metropolitan university, to discover and disseminate nursing knowledge that informs evidence-based practice for quality patient outcomes, and to address the service needs of our stakeholders through innovative programs and entrepreneurial initiatives.*

The College of Nursing is in the hands of a new leader and scholar with extensive experience in patient care, nursing education, and research. Dr. Linda Lewandowski believes universities play vital roles in advancing health and the well-being of communities while providing meaningful and real-world learning experiences for students. She is a Fellow in the American Academy of Nursing and holds leadership posts in national and international nursing organizations.

The College of Nursing offered the first Baccalaureate nursing program in Northwest Ohio in 1970. Today's undergraduate program is a consortium with The University of Toledo and Bowling Green State University, where students take their first two years at those universities and their last two years of courses and practicum at UT's Health Science Campus.

With growing demand for graduate nursing training due to the complexity of patient care, patient safety, and shortages of nursing personnel, two additional tracks have been added for

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nurse practitioners in adult gerontology primary care and psychiatric mental health. UT's post-Baccalaureate Doctor of Nursing Practice Program was the first program of its kind approved in the state of Ohio in 2012—taking students to the highest levels of clinical practice and positioning them as leaders in the field. Just this spring, The College of Nursing Master's program improved its place by 20 spots, jumping to #183 in the *US News & World Report* list of top graduate nursing programs in the country. Its Doctor of Nursing Practice program is ranked for the first time. To learn more about the UT College of Nursing, click on [www.utoledo.edu/nursing](http://www.utoledo.edu/nursing)

## About the College of Pharmacy and Pharmaceutical Sciences

As the first College established by The University of Toledo, the nationally ranked College of Pharmacy and Pharmaceutical Sciences is known for its student-centered instruction and excellence in research and patient care. With a commitment to excellence among faculty, staff, and students, the College features state-of-the-art facilities, including a renowned



pharmacy practice lab that allows students to gain real-time experience in a functioning pharmacy. With a presence on UT's Health Science Campus, students and faculty work alongside other health care professions, enriching the educational experience for students and enhancing collaborative research among faculty. The College offers residency and training in critical care and infectious diseases in collaboration with health care institutions and under the guidance of some of the country's most skilled, board-certified faculty and clinicians.

The College of Pharmacy and Pharmaceutical Sciences is eighth in the United States and first in Ohio for teaching and value. It is the only Ohio school of pharmacy to have established partnerships that place students with direct access to careers in pharmacy or pharmaceutical sciences. Initiated in 1997, the Bachelor of Science in Pharmaceutical Sciences degree is one of 16 programs nationwide and was the first undergraduate degree program in Ohio to emphasize the business of pharmacy and healthcare. The College also is a nationally recognized leader in promoting the practice of pharmacy and pharmaceutical sciences to high school students—establishing camps and career days in 2001. As part of its diversity initiative, the college hosts an annual one-day camp for children of migrant farm workers. Many camp participants later earn pharmacy degrees from The University of Toledo.

The college maintains an enrollment of 1,400 students. Pharmacy students have an on-time graduation rate of over 90% and 94% of graduates of the Doctor of Pharmacy program pass the state licensure exam on the first attempt. It has an established a partnership with Toledo Early College High School that creates a bridge from high school to the college's pharmaceutical science bachelor's program. The college's international relationships include academic partnerships with universities in Hungary, India, Lebanon, Jordan, Saudi Arabia, China, and others. To learn more, go to [www.utoledo.edu/pharmacy](http://www.utoledo.edu/pharmacy)

## More About The University of Toledo

**The Foundation.** The University of Toledo Foundation, [www.utfoundation.org](http://www.utfoundation.org), an independent 501(c)3 organization, exists for the sole purpose of supporting The University of

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Toledo. Its mission is *to secure the future for The University of Toledo through prudent asset management and philanthropy. We build strong linkages between alumni and the University, fostering a spirit of loyalty and opportunity for engagement.* The Foundation includes alumni relations, development, and special events. Through its subsidiary, the UT Real Estate Corporation, the foundation also manages off-campus real estate matters for the University.

The Foundation's philosophy focuses on creating intergenerational equity by supporting current needs as well as future generations. The Foundation has a \$427.6M endowment and \$509.5M in assets. In 2017, the Foundation provided \$16.8M in support to the University and embraces its mission by aspiring to be a forward-thinking philanthropic organization, providing impactful financial support and engagement opportunities for transformation throughout the University community.

**The University of Toledo.** An urban institution founded in 1872, The University of Toledo (UT) is situated on 985 picturesque acres in the city of Toledo, surrounded by family-friendly neighborhoods. The Main Campus features nine modern residence halls, a Gothic bell tower, a Student Recreation Center, Ritter Planetarium & Brooks Observatory, Student Union, Carlson Library, Memorial Field House, football stadium and a basketball and athletic complex. The Health Science Campus, located approximately five miles from Main Campus, is home to graduate health programs and the UT Medical Center and Orthopedics Center.

UT is the third-largest public university in the state following the merger with the Medical University of Ohio in 2006. The Main Campus and Health Science Campus offer more than 300 undergraduate, graduate, and professional programs under the instruction of more than 7,000 faculty. Campus life offers more than 350 student organizations, and UT is a member of the NCAA Division 1 Athletics and participates in the MidAmerican Conference.



Among its Points of Pride, UT welcomes students who overcome the impossible and achieve the unthinkable. Approximately one-third of the 20,300-plus students are first-generation college students, representing 46 states and 82 countries. UT is the second largest employer in the Toledo region with a regional economic impact of \$3.3 billion. There are 155,550 living alumni and 33% of the alumni remain in the metropolitan area. Refer to [www.utoledo.edu](http://www.utoledo.edu) for more information.

## Life in Toledo and Northwest Ohio

Home of the iconic Jeep, Tony Packo's famous Hungarian hot dogs, and the mighty Mud Hens, Toledo, Ohio, is thriving in every way. From its rejuvenated downtown and bustling waterfront to its charming neighborhoods and parks, Toledo is one of the Midwest's most vibrant and livable cities. Known as "The Glass City" for its roots in the glassmaking industry, Toledo is home to an array of attractions, from world renowned arts and culture venues and respected academic institutions to outdoor, recreational, and sporting activities. With Lake Erie and the Maumee River as natural backdrops, Toledo is consistently ranked among *US News and World Report's* "best places to live" for its thriving job market and value, low cost of living, and high quality of life.

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More than 600,000 people call the Toledo metropolitan area home – giving the region all the attributes of a large cosmopolitan area, but still retaining the advantages of small-town atmosphere and charm. The region, once a manufacturing mecca, is reinventing itself as a leader in technology and research.

Toledo's newest entertainment district, "Hensville," located in the downtown Warehouse District, embodies the resurgence of economic development in the downtown area. Hensville is an entertainment destination for all, offering live music, festivals, beer tastings, and summer fireworks. Major attractions include: Fifth Third Field, home to the Mud Hens minor league baseball team; the Huntington Center, home of Toledo's minor league hockey team the Walleye and an award-winning event venue; and Hensville Park, an outdoor gathering space for live music of all genres. Fine and casual dining, brewpubs, vibrant nightlife, and shopping round out the Hensville experience. The downtown's riverfront area is also booming. International Park offers eclectic dining experiences and access to the Museum of the Great Lakes.

Toledo is well known for its arts community and rich cultural history. The internationally renowned Toledo Museum of Art houses an extraordinary collection of impressionist, ancient, and contemporary art. Across from the museum is the Glass Pavilion, home to glass art dating back to the time of the pharaohs. The Toledo Zoo boasts over 500 species of mammals, birds, reptiles, and an aquarium. The Botanical Garden and Butterfly House and Imagination Station, the city's science museum, are among Toledo's top cultural attractions. Nearby attractions include the world-famous Cedar Point amusement park and Put-In-Bay, with its myriad restaurants and activities, which make great weekend destinations. And the shores of Lake Erie offer beaches and lighthouses to be explored.

Toledo has extensive public, charter, and parochial education choices. Within 50 miles of Toledo, there are 33 schools of higher learning, making the region one of the highest concentrations of higher learning in the nation.

From Westgate to Southwyck and Five Points and Old West End to Ottawa Hills, Toledo offers the best in neighborhood livability, boasting affordable housing, charming architecture, rich ethnic histories, and abundant green space. For those who prefer an urban lifestyle, Toledo provides an ideal living and working environment offering an abundance of residential living options with a contemporary or historic aesthetic and access to the downtown's abundant dining, nightlife, and shopping experiences.

With more than 12,000 acres of protected natural land and 120 miles of trails, Toledo's Metroparks encourage an active lifestyle and an appreciation of natural resources. Toledo is home to two airports, a short driving distance to the Detroit Metropolitan Airport, and within a four-hour or less drive to Chicago, Pittsburgh, Cleveland, Indianapolis, Columbus, and Cincinnati.

## Application Process

Benefactor Group is pleased to be working with The University of Toledo Foundation to identify the Director of Development for the College of Nursing and the College of Pharmacy and Pharmaceutical Sciences.

To apply, please send cover letter and resume to: [HR@benefactorgroup.com](mailto:HR@benefactorgroup.com)

Candidates are urged to visit the websites of the UT Foundation at [www.utfoundation.org](http://www.utfoundation.org) and The University of Toledo at [www.utoledo.edu](http://www.utoledo.edu)

### **Equal Employment Opportunity (EEO)**

The University of Toledo Foundation is an equal opportunity employer. We hire and promote based on an individual's qualifications, skills, ability to do the required work, merit, and overall potential. Diversity and equal employment opportunities are integral to all our business activities. Our policy of Equal Employment Opportunity (EEO) is administered fairly to govern all parts of recruitment and selection, employment, job assignment, transfer, compensation, access to benefits and training, participation in recognition, corrective action, termination, and social and recreational programs as protected by federal, state, or local law. We will not discriminate based on your race, color, gender, sexual orientation, age, religion, national origin, disability, military status, or any other classification protected by law. You will not be subjected to unlawful harassment, intimidation, threats, retaliation, coercion, or discrimination.