

C O L L E G E O F SAINT MARY

Gift & Corporate Sponsorship Officer

Are you an experienced development or sales professional? Do you enjoy building and stewarding relationships? If so, you might be the perfect fit for our Gift & Corporate Sponsorship Officer position. This position is an integral part of the Alumni and Donor Relations team.

Our Idea of a Perfect Candidate:

- Ability to represent a values-centered, women's college and work effectively with administrators, faculty, alumni, friends, donors, and corporate executives.
- Experience with one-on-one cultivation and solicitation of gifts is essential.
- Outstanding communication and human relations skills and being a self-starter is a must.
- Knowledge of development, alumni, communications and marketing operations is helpful. Knowledge of B2B engagement is a plus.
- Readiness to give leadership to fundraising gifts effort, including an effort to build cash donations. High level of energy, initiative, and creativity.

Our Ideal Candidate's Education and Experience:

- Bachelor's degree required.
- Three years progressive experience with demonstrated success in development or sales is required.

Responsibilities for This Position Include:

- The Gift and Corporate Sponsorship Officer is responsible for securing financial resources for College of Saint Mary (CSM). Utilizing their passion for CSM's mission and values, this individual will meet and work with donors and prospects with larger giving capacity and solicit corporate sponsorships for strategic projects.
- This role is 75% individual donor focused, and 25% corporate sponsorship focused. The Gift Officer is responsible for all aspects of the donor development cycle: donor identification, cultivation, solicitation, acknowledgement, and stewardship in addition to the solicitation of corporate sponsorship opportunities for the college.
- This income-generating position reports to the Assistant Vice President of Alumni and Donor Relations.
- The individual in this position is expected to embrace a passion for CSM's mission and values and bring a people-centered approach to professional interactions and activities in the solicitation of monetary gifts and corporate sponsorship opportunities.

Why You Want to Be on This Team:

- You would be a part of a Mission-centered team, who work together to serve our community.
- You would enjoy full-time benefits including health insurance, paid time off, tuition remission programs, 403(b) with employer match, employee wellness time, and more!
- CSM is committed to supporting the work-life balance of its faculty and staff.

Application

Please have a resume, cover letter, and contact information for three professional references, including one supervisor, ready to upload during the application process.

Please apply using the following link: [Gift & Corporate Sponsorship Officer](#)

College of Saint Mary is a Catholic university providing access to education for women in an environment that calls forth potential and fosters leadership. The University is an equal employment opportunity employer and does not discriminate against employees or job applicants on the basis of race, religion, color, sex, sexual orientation, gender identity, pregnancy, age, national origin, disability, veteran status, marital status or any other status or condition protected by applicable laws, except where a bona fide occupational qualification applies.