



Boston College Office of University Advancement



"If you want to grow in your career, and you want to learn, and you want to do it in a great place with great people, you come to BC." -Andrew Davidson, Senior Vice President

Find Your Purpose. Make An Impact.

Boston College, the first institution of higher education to operate in the city of Boston, is today among the nation's foremost R1 universities, a leader in the liberal arts, scientific inquiry, and student formation. While being true to its roots, BC is committed to being the world's leading Jesuit, Catholic university. Those ambitious goals distinguish Boston College from its peers in higher education worldwide and reflect its desire to work for the transformation of the world.

As we enter the third year of the public phase of **Soaring Higher: the Campaign for Boston College**. Driven by our mission in ways that advance the university for years to come, priority areas for this \$3B comprehensive campaign include Financial Aid, Academics, and Student Life.

About the Office of University Advancement

Based on a fundamental Jesuit tenet of developing the whole person, University Advancement is large enough to benefit from many campus resources, yet small enough to be agile and creative in supporting all associates. With an average tenure of close to 10 years at Boston College, our 250-person centralized organizational structure offers a variety of roles across fundraising, alumni relations, operations, and communications and engagement. We invest in the professional growth of every staff member through individual and team-based programs.



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Likewise, we aim to attract the very best, seeking team members who are as ambitious and as committed to our team as we are. We value an inclusive culture while actively promoting team members who contribute to the success of University Advancement.

See below the current opportunity to begin (or return to!) your Boston College experience!

Title:	Director, Regional Major Giving (New England)
Salary Range:	Full-Time Equivalent Hiring Range: \$151,700 to \$189,650; salary commensurate with relevant experience.

JOB DESCRIPTION:

The Director of Regional Major Giving plays a pivotal role in advancing the university's philanthropic mission by leading a high-performing team of major gift officers within a designated geographic region (New England). This strategic leader is a senior-level fundraiser responsible for the strategic direction and day-to-day management of a regional major giving team. They are tasked with developing and executing a comprehensive regional fundraising plan that aligns with institutional priorities and inspires donors to invest in transformational impact.

Reporting to the Associate Vice President of Major Giving, the Director oversees a team of six Major Gift Officers. The Director is charged with cultivating a culture of excellence, collaboration, and fundraising for impact. They will ensure that each team member is prepared to secure philanthropic commitments of \$250,000 or more to Boston College from alumni and parents.

This role requires a leader who can balance strategic planning, motivating fundraisers, and portfolio management. In addition, a successful candidate should be innovative in their thinking and someone who thrives in a dynamic, mission-driven environment. Success will be measured by growth in philanthropic commitments at the major gift band in the region, fundraiser productivity, and engagement of new prospects through regional activity.

The Director will be responsible for setting ambitious fundraising goals, projecting regional revenue outcomes, and fostering strong partnerships across the Advancement division and with university leadership. The successful candidate will be a skilled relationship builder, a strategic thinker, and an advocate for the university's values and vision. They must be an experienced development professional and a successful gift officer who has maintained a steady cadence of soliciting and closing six- and seven-figure philanthropic commitments.

JOB REQUIREMENTS:

This position requires a Bachelor's degree, Master's degree preferred, and a minimum of seven years of professional experience as a performance-driven gift officer, preferably within higher



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education or another nonprofit organization. This position requires a proven track record of soliciting and closing six- and seven-figure gifts or comparable, transferable skills.

In addition, experience leading high-performing team members, developing successful fundraising strategies, and superior oral, written, and interpersonal communication skills - with specific application to compelling development communications - are required.

Must be a team player who is highly motivated and dedicated to the goals of advancing higher education and have an appreciation for Jesuit Catholic education and the goals and values of Boston College.

The office of University Advancement supports the mission of Boston College by promoting a culture of inclusion that values each individual. Our recruiting practices support that commitment to build teams reflecting our community: students, alumni, parents and friends of Boston College.

We also offer a highly competitive and comprehensive benefits program.
Click below for details.



Comprehensive medical, dental, and vision insurance plans



Immediate 100% tuition remission for employees



More Human. More Resources.

Free 24/7 access to the University's Employee Assistance Program



Immediate eligibility for the University's 403(b) plan



Campus and corporate employee discount programs



Ample vacation time and holiday observances