

[**Senior Development Officer, Grateful Giving Cardiology**](https://jobs.tulane.edu/position/IRC33031)

**Office of Advancement**

**Location:  New Orleans, LA**

**Summary**

The Senior Development Officer for the Tulane University Heart and Vascular Institute (DDTUHVI) is a professional and primary fund-raising position serving Tulane’s Section of Cardiology. This position is responsible for establishing and implementing a comprehensive fundraising strategy with a strong emphasis on grateful patient fundraising, while building meaningful relationships with physicians, patients, and the broader cardiology community. This individual will work closely with Cardiology and School of Medicine leadership to identify, qualify, cultivate, solicit, and steward donors to secure philanthropic support for the section's priorities, with a focus on securing gift commitments in the range of $50,000 to $1,000,000.

**Required Knowledge, Skills, and Abilities**

• Exceptional interpersonal skills demonstrated ability to work effectively with people at all levels of an organization across diverse backgrounds.

• Excellent organizational, written, and verbal communication skills, including the ability to write and speak in a clear, sincere, and compelling manner.

• Experience in prospect identification, relationship building, and solicitation, preferably in higher education.

• Experience in asking for large gifts and/or staffing volunteers to ask for large gifts.

• Demonstrated initiative and self-starting capacity.

• Ability and professional style to work with university leadership, trustees, volunteers, and top donors in an effective and sophisticated manner.

• Experience working with sensitive information and ability to maintain strict confidentiality.

• Ability to travel substantially (50%), as well as attend events in the evenings and weekends.

**Required Education and/or Experience**

• Bachelor’s Degree from an accredited university or college and 3 years of direct fundraising or related transferable experience in the solicitation and closing of major gifts.

• A high school diploma or equivalent, and 9 years’ direct experience.

• Any appropriate combination of relevant education, experience, and/or certifications may be considered.

**Preferred Qualifications**

• Advanced Degree.

• Fundraising experience; preferably in a healthcare or research university.

• Demonstrated success in major gift fundraising and grateful patient programs.

• Experience in grant or proposal writing, public speaking, and working with print and/or electronic media.

• Experience with physician engagement and grateful patient programs.

***Please Note:*** *Cover letters are encouraged, but not required for this position.*

**Compensation Information**

Tulane offers a variety of options to enhance your health and well-being so that you may enjoy more out of life now and in the future. Learn more about [Life at Tulane](https://hr.tulane.edu/jobs/life-tulane) as well as our [Benefits and Pay](https://hr.tulane.edu/jobs/our-benefits). See our [Candidate Resources](https://hr.tulane.edu/jobs/candidate-resources) to learn more about our hiring process and what to expect.

This position will close on **the date it is filled**

**Please Note: Depending on your role and the department in which you work, you may be expected to adhere to COVID-19 requirements, such as vaccinations and booster shots.**

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Tulane University is responsible for providing reasonable accommodations to individuals with disabilities throughout the applicant screening process. If you need assistance in completing an application or during any phase of the interview process, please contact the Office of Human Resources by phone at 504-865-4748 or by email at hr@tulane.edu.