**REGIONAL DIRECTOR OF DEVELOPMENT**

The United States Naval Academy Alumni Association and Foundation in Annapolis, MD is looking to hire a full-time Regional Director of Development to lead our northeast major gifts fundraising strategy, which includes the critically important metropolitan areas of New York City and Boston.

This position pays a competitive salary commensurate with experience and is also eligible for an annual performance-based bonus, when applicable. You would also be eligible for a generous benefits plan which includes medical, dental, vision, an FSA, an HSA, a fully-vested 403(b) retirement plan with employer matching, 22 days of accrued paid time off (PTO) per fiscal year, 13 paid holidays per calendar year, group life insurance, short-term & long-term disability, identity theft protection, and annual opportunities for professional development.  Although not guaranteed, certain additional benefits are currently offered through the Naval Academy, such as use of certain recreational facilities (including the Brigade Sports Complex gym, marina and indoor/outdoor pools), as well as category II eligibility for employee children to apply to the Naval Academy Primary School.

This position is based in historic Annapolis at our current offices located overlooking the Severn River on the beautiful grounds of the U.S. Naval Academy. In 2022, the staff of the Alumni Association and Foundation will move into new modern offices in a to-be-constructed *Alumni Center*, which is being built on the banks of College Creek overlooking the Naval Academy and downtown Annapolis.

**ABOUT THE UNITED STATES NAVAL ACADEMY (USNA) ALUMNI ASSOCIATION AND FOUNDATION**

The United States Naval Academy Alumni Association and the United States Naval Academy Foundation are two independent, not-for-profit corporations sharing a single president and CEO and operating as a fully integrated organization in support of the Naval Academy and its mission. The organization’s focus and core competencies are engagement and philanthropy in pursuit of complementary and closely aligned missions.

Our Mission: The course set by Alumni Association founders in 1886 rings true today as our mission is to serve and support the United States, the Naval Service, the Naval Academy, and academy alumni by:

* Furthering the highest standards at the Naval Academy;
* Seeking out; informing, encouraging and assisting outstanding, qualified young men and women to pursue careers as officers through the Naval Academy, and
* Initiating and sponsoring activities that will perpetuate the history, traditions, memories, and growth of the Naval Academy and bind alumni together in support of the highest ideals of command, citizenship, and the government.

Our important mission requires that we hire and retain the best of the best. In order to do that, we offer competitive pay, generous benefits, opportunities for career development, and a positive work experience.

**ABOUT THE POSITION**

The position is part of a passionate and energetic team, all of whom are driven to advance our mission as well as their own professional *and* personal growth. The team works closely together to think strategically, address opportunities and challenges, as well as search for ways to improve both team and individual performance. She/he will report to the Director of Development and work closely with the Vice President of Development and the Executive Vice President of the U.S. Naval Academy Foundation. The team is currently comprised of the director, four regional directors, and the development coordinator.

Additionally, due to our unique public-private partnership, the Regional Director of Development will have the chance to collaborate on complex giving and engagement opportunities with Naval Academy senior leadership, civilian / military faculty, as well as key alumni, parents, and friends volunteer leaders.

The Foundation is currently in the public phase of a $400+ million comprehensive campaign that is scheduled to conclude in Fall 2020. This position will support the current strategic priorities as well as additional priorities that extend beyond the duration of the current campaign. This position will be instrumental to the long-term success of the Foundation’s regional development and major gifts program. She/he will help build and execute the fundraising goals of the next campaign.

Examples of strategic campaign priorities include the Naval Academy Fund (unrestricted support) and unique academic and leadership programs such as Center for Cyber Security Studies, Stockdale Center for Ethical Leadership, the Center for Experiential Leadership Development, and International Programs Office. Additionally, the position will work closely with the Naval Academy Athletic Association (NAAA) to secure support for Navy athletics, including the Fund for Athletic Excellence, athletic capital projects, and team sport initiatives.

**EXPECTATIONS OF THE POSITION**

* Develop and manage a portfolio of approximately 100 prospective and current major gift donors capable of making six and seven figure gifts in support of the Naval Academy and donors’ own philanthropic goals
* Commitment to meet and exceed annual goals for major gift dollars raised and corresponding tracked activity, such as meetings and other substantial interactions
* Think and execute strategically to build both relationships and regional territories key to major gift fundraising goals in the New York and Boston metro areas, as well as any additional areas that may be assigned
* Integrate into a culture that emphasizes excellence, lifelong learning, and a performance management system that sets high expectations and drives results

**REQUIRED QUALIFICATIONS FOR THE POSITION**

* A minimum of three years of direct full-time professional experience in higher education, non-profit, or health care advancement
* Shows grit, works with enthusiasm, thinks with intellect, acts with honesty and humility
* Dedication to growth and professional development with an openness to coaching and mentoring
* A bachelor's degree from an accredited college or university
* Excellent communication skills, both written and verbal
* Highly capable in Microsoft Office products and telecommunications software, such as videoconferencing
* Aptitude for complex fundraising or sales database systems, preferably experience in Blackbaud CRM or similar systems
* Overnight travel required; a willingness to be on the road approximately 40 nights per year
* Willingness to attend evening and weekend events at the Naval Academy, including sporting events, such as Navy football, and academic conferences / lectures
* This position is based in Annapolis and not eligible for full-time telecommuting

*\*To apply, please click on the link to our current employment opportunities and click on this position title at* [*https://www.usna.com/employment*](https://www.usna.com/employment)*. Please make sure to include letter of interest (required), resume (required) and any relevant samples of work.*

*\*\*The USNA Alumni Association and Foundation is an Equal Opportunity Employer. Veterans encouraged to apply.*