

Pellissippi State Community College is seeking qualified candidates for the following position. For more information about this opportunity and to apply please visit <https://careers.tbr.edu/jobs/director-of-major-gift-development-knoxville-tennessee-united-states>

You may also call 865-694-6607 for more information.

Director of Major Gift Development

**Pay Rate Starting at:** \$68,870/per year. Pay will be determined based on related work experience above required. To be considered in determining pay, all related work experience must be listed on the application.

**Job Summary:** The Director of Major Gift Development develops, implements and evaluates a comprehensive development program for the College that includes major gifts, planned gifts, governmental and community relations and grant development by cultivating relationships with a wide range of leaders and stakeholders including local and state elected officials, governmental organizations, corporate and private foundations, individual donors and business and industry.

The Director of Major Gift Development works collaboratively and strategically with the president of the College to develop influential relationships with leaders across a broad range of stakeholder groups, cultivating support from advocates, donors, and business and governmental leaders, and offers prospect strategy and counsel to the president and the executive director of the Foundation. The Director of Major Gift Development serves as the Community and Government Relations Liaison for the College at large, developing and executing the College's Legislative Communications Plan to place the institution at the greatest strategic advantage.

The Director of Major Gift Development manages all aspects of major gift development for the College, including individual and corporate donor identification, qualification and cultivation; case statement and proposal preparation; solicitation of gifts; development and implementation of a program of planned giving; grant proposal drafting, editing, and submission; grant compliance reporting (in partnership with the Director of Grants), stewardship of major, planned gift, and grantor donor relationships (in partnership with the Director of Community Outreach & Donor Engagement) and community and government relations advising to the president of the College.

**Candidates must apply online through the TBR website. Application close dates are subject to modification at the discretion of Pellissippi State Community College.**