



Posted: 06/20/2025
Status: Exempt, Full-time

[The College of Idaho](#) invites applications and recommendations for a **Director of Major Gifts**. This role will be responsible for managing the College's major gifts program, while working closely with key members of planned giving, annual giving, stewardship, reunion, and parent giving staff as well as other divisions across campus. The Director will serve as a valued source of fundraising expertise and guidance to the entire development and advancement team, particularly in regards to the public phase of the Changing the Story \$150M campaign.

Reporting to the Vice President for College Relations, the Director's focus will be on managing a pool of 80-100 major gift prospects, with specific goals for in-person visits, solicitations, and gift closures each year, while documenting significant donor interactions through timely call reports. Support for the Development team will involve achieving financial targets for annual budgets set by the VP for College Relations and President, alongside proactively soliciting planned giving commitments from current donors.

Collaboration with the AVP for Development will establish an annual strategic plan for major gifts, incorporating campaign and planned giving solicitations for each prospect. Engaging with students, faculty, and staff through campus activities will strengthen relationships while actively assisting in major donor solicitation strategies. Participation in Campaign Planning meetings will drive public phase planning and implementation strategies, with a focus on maintaining detailed documentation in Raiser's Edge for assigned prospects.

The ideal candidate will be highly motivated and goal-oriented, holding a Bachelor's degree alongside five years of fundraising experience that includes notable success with face-to-face solicitations for substantial philanthropic contributions. They will excel in creating and executing long-term strategic donor outreach plans, possess a solid understanding of planned giving practices and funding instruments, and be proficient in software programs such as Raiser's Edge, Ellucian's Colleague Advancement, and the Microsoft Office suite. Additionally, the candidate should be adept at managing travel arrangements, tracking expenses, juggling multiple tasks, and meeting deadlines. They must be able to handle an active travel schedule and accommodate non-traditional hours, including weekends and evenings.

Candidates must be authorized to work in the United States as of the expected hire date and throughout the date of their employment without sponsorship from The College of Idaho. A current, valid driver's license is also required, and candidates must be vehicle insurable.

The College offers competitive benefits including tuition waiver for dependents, health insurance, a retirement plan with employer match, generous paid time off, free access to on-campus fitness centers, and free admission to campus events. Spouses, domestic partners, and dependents are eligible for benefits coverage.

A complete application will include a current résumé, a cover letter addressing qualifications for the position, and the names and contact information of three (3) references: two (2) from management and one (1) professional, sent to hr@collegeofidaho.edu. Review of applications will begin immediately and continue until qualified candidates are selected. As we move through the application review process, additional information may be requested from qualified candidates.

With over 134 years of history, The College of Idaho is a regional and national leader in higher education. The College of Idaho is an [inclusive community](#) of exceptional learning that challenges the ambitious and forges pathways to success and purpose.

The College of Idaho is proud to be an equal-opportunity employer. We are dedicated to attracting, retaining, and optimizing performance and academic excellence through an inclusive workforce. The College does not discriminate on the basis of sex, race, color, age, religion, disability, national and ethnic origin, veteran status, sexual orientation, gender identity, or any other basis protected by law.