



## SEMINOLE BOOSTERS

Position Title: Director of Development-Orlando  
Department: Development & Revenue  
Supervisor: Senior Vice President of Development & Revenue

### **Departmental Overview**

As the fundraising arm of Florida State University Athletics, Seminole Boosters, Inc., is responsible for engaging fans, alumni, and loyal supporters of FSU to generate financial contributions. These contributions enrich the overall educational and athletic experience for over 500 student-athletes participating in 20 sports programs by providing financial security for long-term growth and prosperity.

Seminole Boosters, Inc. is comprised of loyal and generous donors dedicated to enhancing the student-athlete experience and supporting the University's mission to instill the strength, skill, and character essential for lifelong learning, personal responsibility, and sustained achievement.

Seminole Boosters, Inc. has a Director of Development position open in the Orlando area. The primary responsibility will be fundraising in the Greater Orlando Area with responsibility for additional surrounding regional markets.

The Director of Development is responsible for helping to meet the department's fundraising objectives and ensuring that predetermined fundraising goals regarding facilities, endowments, annual fund memberships, and coaches' clubs are reached. Under the supervision of the Senior Vice President of Development, this position is responsible for advancing donors through the fundraising cycle.

### **Responsibilities**

- Expand the annual fund donor base in the assigned region
- Identify, cultivate, ask, and steward major gift donors focused on facility and endowment commitments
- Execute active donor touchpoint strategy
- Meet and surpass a predetermined new business and renewal fundraising goal annually
- Build and manage a prospect and donor portfolio
- Properly steward the resources provided by donors and constituents

### **Required Qualifications**

- Minimum of 5 years of sales experience with demonstrated success in a metrics-driven environment
- Embody Seminole Boosters, Inc.'s company values: Teamwork, Excellence, Bold, Integrity, and Service

- Ability to use client database management systems, Salesforce, and Blackbaud CRM
- Ability to work weekend and evening events

### **Preferred Qualifications**

- Advanced knowledge and experience identifying, cultivating, directly soliciting, and closing capital or major gifts
- Experience in athletics fundraising or ticket sales setting

### **Salary**

- Commensurate with experience (base salary)
- Additional at-risk compensation based on performance metrics (commission + bonus)