
Auburn University Job Description

Job Title: **Tiger Giving Officer**

Job Family: No Family

Job Code: **OA63**

Grade UA05: \$43,500 - \$69,600

FLSA status: Exempt

Job Summary

The Tiger Giving Officer conducts strategic outreach and connects individual alumni with Auburn University to increase alumni philanthropic giving, all through phone calls and virtual means. Collaborates across all areas of Auburn Advancement and Auburn University, while generating personal connection and individual-level understanding to increase affinity and investment. Assesses patterns across portfolio interactions to refine outreach, cultivation, solicitation, and stewardship strategies that will increase and enhance engagement and fundraising outcomes. The Tiger Giving Officer develops portfolio management plans, personalized messaging, and individualized giving plans, and collaborates with aligned teams to drive, affinity and investment in Auburn. Responsible for expanding the pipeline of mid-level giving while deepening engagement and connection with a portfolio of alumni- thereby moving prospects towards invested ownership, to fuel the purpose of Auburn University.

Essential Functions

1. Actively engages virtually, through means such as phone calls and online communication, with a portfolio of alumni, with well-defined weekly, monthly, and annual goals of cultivating and soliciting gifts in the range of \$1,000 - \$10,000.
2. Connects virtually and proactively builds relationships with alumni to assess their philanthropic interests and connects them with areas of Auburn University that align with their interests, thereby heightening impactful alumni giving.
3. Utilizes technology, social media platforms, and video conferencing software tools to build rapport, steward, and solicit donors in an alumni-centric, targeted, high-velocity manner.
4. Executes monthly and quarterly touchpoint cadences across portfolio to maintain consistent and meaningful communication with donors in their portfolio.
5. Creates personalized stewardship plans for alumni and donors, deepening engagement with Auburn. Awareness of engagement and philanthropic opportunities across the University (regional alumni events, on-campus events, mentorship, and volunteer opportunities, crowdfunding campaigns, fundraising priorities) to inform conversations and solicitations.
6. Proactively monitors engagement to identify and launch initiatives that drive donations and deepen the engagement experience.
7. Creates collaborative relationships with development and engagement colleagues across the University.
8. The nature of this role is highly externally focused, requiring frequent meetings on and off campus during regular and non-traditional business hours, and is therefore expected to operate with high-levels of autonomy.
9. Performs other related duties as assigned.

Supervisory Responsibility

May be responsible for training, assisting or assigning tasks to others. May provide input to performance reviews of other employees.

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The above essential functions are representative of major duties of positions in this job classification. Specific duties and responsibilities may vary based upon departmental needs. Other duties may be assigned similar to the above consistent with the knowledge, skills and abilities required for the job. Not all of the duties may be assigned to a position.



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Minimum Required Education and Experience

	<u>Minimum</u>	<u>Focus of Education/Experience</u>
Education	Bachelor's Degree	No specific discipline.
Experience (yrs.)	0	Experience in fundraising, marketing, sales, public relations, or related constituency engagement experience. Experience in a higher education environment is desired.

Substitutions allowed for Education:

Indicated education is required; no substitutions allowed.

Substitutions allowed for Experience:

Indicated experience is required; no substitutions allowed.

Minimum Required Knowledge

Ability to personalize solicitations, daily use of video, phone, and email, and use of multiple databases and virtual communication technology is critical to success in this role. Superior interpersonal and teamwork skills; excellent written and oral communication skills; well-developed organizational skills; computer and online application skills; strong customer service orientation; ability to assume responsibility, take initiative, and work independently and in teams; Demonstrated ability to build relationships with different contingencies including faculty, students, managers, employers.

Certification or Licensure Requirements

None required.

Physical Requirements/ADA

Occasional and/or light lifting required. Limited exposure to elements such as heat, cold, noise, dust, dirt, chemicals, etc., but none to the point of being disagreeable. May involve minor safety hazards where likely result would be cuts, bruises, etc.

Routine deadlines; usually sufficient lead time; variance in work volume seasonal and predictable; priorities can be anticipated; some interruptions are present; involves occasional exposure to demands and pressures from persons other than immediate supervisor.

Job frequently requires sitting, talking, hearing, .

Job occasionally requires standing, walking, reaching, handling objects with hands, and lifting up to 10 pounds.

Vision requirements: Ability to see information in print and/or electronically.

Date: 4/24/2023
