



Director Of Development

POSITION OPPORTUNITY



We seek an expert fundraising professional with the vision and drive to build a team and program that will guide Ranken to achieve its philanthropic goals.

Ranken Technical College is a private, nonprofit, degree granting institution of higher learning, with a core mission to provide the comprehensive education and training necessary to prepare students for employment and advancement in a variety of technical fields.

Accredited by the Higher Learning Commission, Accreditation Council for Business Schools and Programs, and Automotive Service Excellence, Ranken offers programs across four locations, including its original 18-acre campus in St. Louis as well as Troy, Wentzville and Perryville. A fifth Missouri location in Ashland will open later this year.

Each year, Ranken trains 1,800 undergraduates, with a 12 to 1 student-faculty ratio. Key components of a Ranken education:

- **Technical - providing education in current and leading-edge technology that develops critical thinking and problem-solving skills.**
- **General Education - incorporating the general education that provides students with communication, scientific, mathematical, information technology, human relations, business, and life skills along with an appreciation for continuous lifelong learning.**
- **Work Ethic - instilling within Ranken students the work ethic attributes demanded by industry, including honesty, ethical standards, dependability, industriousness, commitment to quality, craftsmanship, courtesy, professionalism, teamwork, professional appearance, and safety consciousness.**

Ranken's vision:

- **Be a leader in providing innovation and technical education for a highly skilled 21st century workforce.**
- **Provide an environment which promotes diversity, equity and inclusion, while leveraging the valuable and unique contributions of all Ranken community members.**
- **Actively engage itself in workforce development and community issues.**
- **Provide student support services necessary to promote persistence and success from enrollment to employment.**
- **Furnish students with opportunities to engage outside of the classroom, including student activities, service projects, and work-based learning, to enhance their overall development.**
- **Foster a climate in which employees experience a high level of job satisfaction.**



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About the Director of Development Position

The right candidate will be a talented leader and strategic thinker with a proven track record of fundraising success.

Your Vision - You will play the lead role in setting the course for Ranken's philanthropic objectives, strategies to reach them, and plan to achieve excellent fundraising results.

Your Team - Design and build your own team of development professionals eager and able to carry out your vision. Use your leadership skills to motivate your team to achieve challenging goals.

Partner With Leadership - You will be a member of the senior management team, working with Ranken President Don Pohl, VP of Finance and Administration Pete Murtaugh, and other senior staff and members of the Board of Directors to establish connections and build donor relationships vital to a growing fundraising program.

Professionalize and Energize Development Efforts - Implement your strategy to grow funding from alumni and other individual donors, corporations, and foundations, including annual, major and planned giving. Research, stewardship, grants, capital and special campaigns, events and database management will all be elements of this program. Use your expertise to modernize the systems essential to cultivate and sustain donor engagement and investment.

Build Community Connections - Our ideal candidate has exceptional relationship-building and communication skills, is skilled in donor cultivation, and is comfortable working with a wide spectrum of internal and external partners to advance philanthropy efforts.

Compensation

Starting salary range is \$90,000-\$130,000. Generous benefits include health insurance, life insurance, short-term and long-term disability insurance, a 403(b) retirement program, pension plan and tuition assistance.

To Apply

Submit a resume and cover letter that expresses your interest and qualifications for the position to search@emdconsulting.com. Candidates will be considered on a rolling basis, with materials being accepted until April 17, 2023.