



Passionate, visionary, a natural catalyst

- is this you?

As one of the world's leading universities, UBC's vision is to prepare students to become exceptional global citizens, promote the values of a civil and sustainable society, and conduct outstanding research to serve the people of British Columbia, Canada, and the world. With 12,000 employees, 48,000 students, a \$1.7-billion budget and four campuses, UBC is one of the largest employers in B.C. and is a complex, dynamic and constantly evolving institution requiring visionary leadership.

The Development and Alumni Engagement (DAE) portfolio plays a key role in delivering UBC's vision. With over 200 staff, last year we raised almost \$170 million (Cdn.) and delivered one of the most successful alumni engagement programs in the country. We recently launched a campaign to raise \$1.5 billion, and to double the number of alumni who are actively involved in the life of the university.

The **Gift and Estate Planning unit** is responsible for securing and facilitating deferred gifts and complex present gifts for the University. As an **Associate Director of Gift and Estate Planning**, you will be responsible for developing and implementing a planned giving program with an average annual goal of \$5 - 8 + million, which may include deferred gifts and complex present gifts such as bequests, residual interests, insurance, trusts, securities, gifts-in-kind and real estate. . By establishing and maintaining collaborative relationships with planned giving donors, you will create high dollar value, custom planned gifts of a complex nature including elements of tax and estate planning and will provide assistance on developing appropriate wording for wills, scholarships and managing gifts-in-kind program. As an Associate Director, you will act as resource for information and advice on complex gifts for donors, professional advisors and UBC staff.

As the ideal candidate, you bring a minimum of seven years' proven experience in Major-Gift fundraising, preferably in the area of gift and estate planning, and an undergraduate degree, or an equivalent combination of education, training and experience. You will also have exceptional written and interpersonal communication skills as well as strong organizational and analytical abilities, and are skilled in strategy development. Thorough knowledge of the regulations for charitable foundations and the rules of charitable giving, as well as a good understanding of tax laws as they relate to planned gifts, wills and estates is an asset. Familiarity with a university or similar environment is also an asset.

To be considered for this position, please submit your resume and related information to careers.development@ubc.ca by January 31, 2012.