

Job Family	Job Sub-Family	Classifications	Career Levels
Advancement			
	Alumni Relations	Senior Director, Alumni Relations	Administrator Level 4 (A4)
		Director, Alumni Relations Central	Administrator Level 4 (A4)
		Director, Alumni Relations Unit	Administrator Level 4 (A4)
		Associate Director, Alumni Relations	Administrator Level 3 (A3)
		Assistant Director, Alumni Relations	Administrator Level 3 (A3)
		Alumni Relations Manager	Manager Level 2 (M2)
		Alumni Relations Coordinator	Professional Level 2 (P2)
	Annual Giving	Senior Director, Annual Giving	Administrator Level 4 (A4)
		Director, Annual Giving Unit	Administrator Level 4 (A4)
		Director, Annual Giving Central	Administrator Level 4 (A4)
		Assistant Director, Annual Giving	Administrator Level 3 (A3)
		Associate Director, Annual Giving	Administrator Level 3 (A3)
		Annual Giving Manager	Manager Level 2 (M2)
		Annual Giving Officer	Professional Level 2 (P2)
		Annual Giving Coordinator	Professional Level 1 (P1)
	Campaign	Executive Director Leadership Gifts & Capital Campaign Planning	Administrator Level 4 (A4)
		Campaign Director	Administrator Level 4 (A4)
		Campaign Volunteer Manager	Manager Level 2 (M2)
		Campaign Analyst	Professional Level 2 (P2)
		Campaign Coordinator	Professional Level 1 (P1)
	Data Management	Director, Data Management	Administrator Level 4 (A4)
		Data Management Manager	Manager Level 2 (M2)
		Data Management III	Professional Level 3 (P3)
		Data Management II	Professional Level 2 (P2)
		Data Management I	Professional Level 1 (P1)
	Development	Executive Director, Development	Administrator Level 4 (A4)
		Executive Director, Development, CFR	Administrator Level 4 (A4)
Senior Director, Development		Administrator Level 4 (A4)	
Senior Director, Development, CFR		Administrator Level 4 (A4)	
Director of Development, Unit		Administrator Level 4 (A4)	
Director of Development, CFR		Administrator Level 4 (A4)	

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Advancement			
		Director of Development, Central	Administrator Level 4 (A4)
		Associate Director of Development	Administrator Level 3 (A3)
		Associate Director of Development, CFR	Administrator Level 3 (A3)

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Advancement			
		Senior Development Officer	Professional Level 2 (P2)
		Development Officer	Professional Level 1 (P1)
	Donor Relations & Stewardship	Director, Donor Relations & Stewardship Unit	Administrator Level 4 (A4)
		Director, Donor Relations & Stewardship Central	Administrator Level 4 (A4)
		Associate Director, Donor Relations & Stewardship	Administrator Level 3 (A3)
		Donor Relations & Stewardship Manager	Manager Level 2 (M2)
		Donor Events Officer II	Professional Level 3 (P3)
		Donor Events Officer I	Professional Level 2 (P2)
		Donor Relations & Stewardship Officer II	Professional Level 3 (P3)
		Donor Relations & Stewardship Officer I	Professional Level 2 (P2)
	Estate & Planned Giving	Executive Director, Estate & Planned Giving	Administrator Level 4 (A4)
		Senior Director, Estate & Planned Giving	Administrator Level 4 (A4)
		Director, Estate & Planned Giving	Administrator Level 4 (A4)
		Associate Director, Planned Giving	Administrator Level 3 (A3)
		Planned Giving Officer II	Professional Level 2 (P2)
		Planned Giving Officer I	Professional Level 1 (P1)
	Gift Services	Director, Gift Services	Administrator Level 4 (A4)
		Gift Services Manager	Manager Level 2 (M2)
		Principal Gifts Officer	Professional Level 4 (P4)
		Senior Gift Services Specialist	Professional Level 2 (P2)
		Gift Services Specialist	Support Level 2 (S2)
	Research & Prospect Management	Director, Research & Prospect Management	Administrator Level 4 (A4)
		Research & Prospect Management Manager	Manager Level 2 (M2)
		Senior Prospect Management Analyst	Professional Level 3 (P3)
		Prospect Researcher	Professional Level 2 (P2)

