

THE UNIVERSITY OF **ALABAMA**[®]



Announcing a National Search for the **Associate Vice President for Development**

Associate Vice President for Development

The University of Alabama, one of the nation's top public research universities and Alabama's flagship institution, invites applications and nominations for the position of **Associate Vice President for Development**. This is an exceptional leadership opportunity for a well-experienced fundraising professional to plan and direct a broad-reaching development program in support of The University of Alabama.

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THE OPPORTUNITY

Reporting to the Vice President for Advancement, the Associate Vice President for Development provides strategic leadership, direction, and management for The University of Alabama's major fundraising programs. The Associate Vice President is responsible for securing the necessary financial and volunteer support to sustain and develop The University of Alabama. This position ensures administrative oversight of the University's major gifts, corporate and foundation fundraising, annual giving, and capital campaigns.

The Associate Vice President for Development is a key member of the leadership team and an active participant in making strategic decisions affecting fundraising for UA. The Associate Vice President is also responsible for developing specific metrics and performance plans that hold each unit accountable for overall fundraising goals. In addition, the AVP for Development carries a limited major gift portfolio of prospects directed by the Vice President for Advancement.

Primary Responsibilities

- Provide strategic leadership and direction to all academic fundraising teams to drive increased development activity and total contributions.

- Develop short- and long-range strategic plans for fundraising efforts.
- Develop goals for each area of responsibility and identify resources needed for goals to be realized.
- Design strategies and coordinate programs necessary to ensure continued fundraising success by providing advice, analysis, and recommendations to decision-makers on prioritization, planning, and policy issues in the area of development.
- Create and coordinate programs for selecting, recruiting, and training volunteer leadership to assist in University development activities – particularly those who participate in fundraising.
- Assist in the planning and management of the President's football pregame event and suite for the cultivation and solicitation of major gift prospects in support of University priorities.
- Help recruit, develop, and retain high-performing development staff.
- Provide formal performance appraisals to staff to inspire accountability, success, continuous improvement, and professional growth.
- Collaborate with other AVPs within Advancement, including Alumni Affairs and Advancement Services, on all fundraising activities.



- Liaison with the Crimson Tide Foundation staff to ensure coordination of prospect management and development efforts with Athletics.

QUALIFICATIONS

Candidates must have a bachelor's degree and 12 years of experience or an equivalent combination of education and experience.

Preferred Qualifications

- Advanced degree
- Demonstrated successful and progressively responsible fundraising

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management experience in higher education

- Major, comprehensive or capital campaign management experience

Other Requirements

- Excellent communication skills
- Ability to work independently and as a part of a collaborative team
- Must be a creative and effective leader with expertise in strategic planning, program implementation, personnel management, and accountability
- Must be able to work in a fast-paced office environment
- Ability to travel in and out of state

UNIVERSITY OF ALABAMA

The University of Alabama was founded in 1831 as Alabama's first public college. Today, UA is a student-centered research university and an academic community united in its commitment to enhancing the quality of life for all Alabamians. For more than a decade, UA has ranked among the top 50 public universities in the nation in *U.S. News and World Report's* annual college rankings.

UA attracts some of the most academically talented students in the nation and is a leader among public universities nationwide in the enrollment of National Merit Scholars with more than 600 currently enrolled. UA has produced a total of 15 Rhodes Scholars, 45 Goldwater Scholars, 14 Truman Scholars, 30 Hollings Scholars, and six Boren Scholars. Fourteen UA graduates accepted Fulbright awards to study and teach abroad during 2015-2016. Thirty-one percent of the fall 2015 freshman class is enrolled in the University's Honor College.

Enrollment at UA reached 37,100 for fall 2015, including 31,960 undergraduates, 4,649 graduate students, and 491 professional students. The University's 1,509 international students represent 77 countries around the world.

The University comprises 13 colleges and schools: College of Arts and Sciences, Culverhouse College of Commerce, College of Communication and Information Sciences, College of Community Health Sciences, College of Continuing Studies, College of Education, College of Engineering, Graduate School, Honors College, College of Human Environmental Sciences, Capstone College

of Nursing, School of Law, and School of Social Work.

UA's renowned faculty totals 1,848. Twenty-eight UA faculty have received NSF CAREER Awards, the nation's most prestigious recognition of top-performing young scientists, in disciplines ranging from nanoscience and engineering to biological sciences.

Academic offerings include 72 bachelor's degrees and 121 graduate and professional degrees in more than 200 fields of study. During the 2013-2014 academic year, the University awarded 5,408 bachelor's degrees, 172 professional degrees, 1,645 master's degrees, 28 educational specialist degrees, and 329 doctoral degrees.

UA has a nationally competitive intercollegiate athletics program, with 21 varsity teams competing in 17 sports. The Crimson Tide boasts 25 team NCAA Championships and countless more conference championships and individual achievements.

Today, there are more than 200,000 UA alumni across the globe. Many are leaders in their communities, states, and nations, including heads of major corporations, Pulitzer Prize winners, and renowned scholars, scientists, and artists.

For fiscal year 2014, total revenues exceeded \$713 million and included \$144 million from state appropriations. Nearly 34 percent of total operating expenditures were designated for instruction and more than 6 percent for research.

Charitable giving for fiscal year 2015 totaled \$109 million from approximately 59,000 donors.

TUSCALOOSA, ALABAMA

The University's main campus is located in Tuscaloosa in west-central Alabama, along the banks of the Black Warrior River. The fifth largest city in Alabama, Tuscaloosa is

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home to more than 95,000 residents with a metro population reaching more than 235,000.

The city has a thriving business community, with the University serving as the primary economic and cultural engine. One of the most internationally recognized companies in Tuscaloosa is Mercedes-Benz and its production facilities.

The city is known for a wide variety of cultural arts, including museums, plays, concerts, and events. The riverfront area offers recreational trails, businesses, restaurants, and a farmers market. A 7,470-seat amphitheater, the largest in west Alabama, hosts many major performances and special events.

Tuscaloosa County offers a more comprehensive range of medical and health care options than any other community of comparable size and population in the Southeast.

APPLICATION AND NOMINATIONS PROCESS

Confidential inquiries are welcomed; nominations are invited.

1. **To Apply** - Application packet must include:
 - a) A letter of interest
 - b) Current resume
 - c) At least five references with full contact information (References will not be contacted without consent from applicants.)
 - d) Your answers to the questions at:
www.myersmcrae.com/skins/userfiles/file/UA-DevQuestions.pdf

2. **Submit application packet to:** UA-AVP@myersmcrae.com

Nominations should include the name, e-mail, and telephone number of the individual being nominated. Submit nominations to: UA-Nominate@myersmcrae.com

The search remains open until the position is filled. Review of application materials will begin **May 24, 2016**.

Emily Parker Myers, CEO, and **Kenny Daugherty**, Executive Vice President, of Myers McRae Executive Search and Consulting are assisting the University with this search.



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The University of Alabama is an Equal Employment/Equal Educational Opportunity Institution. All qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, gender identity, gender expression, age, genetic information, disability, or protected veteran status, and will not be discriminated against because of their protected status.