



The University of Georgia®



Announcing a National Search for the
**Executive Director of Corporate
and Foundation Relations**

Executive Director of Corporate and Foundation Relations

The University of Georgia, one of the nation's top public research universities, invites applications and nominations for the **Executive Director of Corporate and Foundation Relations** search. This leadership appointment provides an exceptional opportunity for an experienced fundraising professional to have an essential role in establishing and continuing a culture of giving that encourages corporations and foundations to support the University of Georgia.

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THE OPPORTUNITY

The Office of Corporate and Foundation Relations is dedicated to establishing and maintaining long-term partnerships with corporations and foundations that result in support for the mission and priorities of the University of Georgia. The office works closely with the leadership of all colleges, schools, and units of the University to build comprehensive and strategic partnerships with corporations and foundations.

The Executive Director is responsible for the overall leadership management, planning and implementation of communications and solicitations to corporations and foundations. This development professional plays an essential role in establishing and continuing a culture of giving that

encourages corporations and foundations to support the University of Georgia.

Reporting to the Senior Associate Vice President for Development and Alumni Relations, the Executive Director leads UGA's development activities with foundations and philanthropically inclined corporations. An experienced facilitator and strategist, the Executive Director works closely with the University's senior administration, faculty, and staff in initiating, supporting, and strengthening relationships that provide significant value to university programs.

The Executive Director supports university-wide initiatives, assists the foundation relations efforts of UGA's schools, and develops strategies for building broad



relationships with foundations and philanthropically inclined corporations.

RESPONSIBILITIES OF THE EXECUTIVE DIRECTOR

Strategic Planning:

- Designs, implements, and manages a comprehensive proactive development strategy focused on expanding and enhancing corporate and foundation relationships by directing and coordinating activities related to obtaining corporate and foundation support

BUILDING ON EXCELLENCE 2020 STRATEGIC PLAN

The University of Georgia's *Building on Excellence - 2020 Strategic Plan* has seven strategic directions:

- Building on Excellence in Undergraduate Education
- Enhancing Graduate and Professional Programs
- Investing in Proven and Emerging Areas of Research Excellence
- Serving the Citizens of the State of Georgia and Beyond
- Improving Faculty Recognition, Retention, and Development
- Improving and Maintaining Facilities and Infrastructure
- Improving Stewardship of Natural Resources and Advancing Campus Sustainability

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The ribbon-cutting highlighted the dedication of UGA's new Veterinary Medical Center, made possible through public-private funding.

Proposal Development:

- Develops highly competitive proposals for corporate and foundation prospects
- Leverages corporate and foundation goals and interests in conjunction with university priorities and goals
- Coordinates drafting, editing, and submission of grant requests

Program Management:

- Provides day-to-day management of a comprehensive grants program
- Maintains a comprehensive grants calendar
- Develops, tracks, and reports key measures of progress in all areas of grant activity
- Through regular contact and meetings with faculty, development directors, and University leadership, identifies areas of need and opportunities that might be of interest to corporations and foundations
- Initiates appropriate collaboration with faculty, development officers, administrators, and various other units to support the researching, planning, outlining, drafting, and editing of grant proposals

- Develops, implements, and maintains stewardship strategies for foundations and corporations who have made a gift

Research and Tracking:

- Maintains a thorough research and identification program to determine the giving patterns of local, regional, and national corporations and foundations

Relationship Building:

- Responsible for being the principle relationship manager with program officers at foundations and in corporate giving programs

judgment, subject to University-wide policies, are expected.

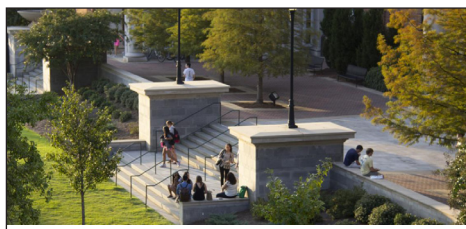
Other qualifications required include:

- A minimum of three years successful management experience developing and mentoring staff
- Evidence of successful grant writing experience
- Knowledge of cultivation, solicitation and stewardship strategies/techniques related to corporate and foundation fundraising
- Demonstrated knowledge of methods, practices and procedures for obtaining information about giving programs of corporations and foundations
- Exceptional writing and editing skills in order to develop successful grant proposals
- Ability to develop and build relationships with prospective corporate and foundation donors
- Knowledge of private funding landscape in higher education
- Knowledge of IRS rules and regulations regarding charitable gifts and non-profit organizations

QUALIFICATIONS

Candidates must hold a bachelor's degree, with an advanced degree preferred. A minimum of 3 to 5 years of demonstrated successful corporate and foundation fundraising experience, preferably in higher education, is required.

Activities and decisions are highly complex, so significant independent action and



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- User skills with Blackbaud or other donor database programs
- Ability to travel, as needed

ABOUT THE DIVISION OF DEVELOPMENT AND ALUMNI RELATIONS

The Division of Development and Alumni Relations at the University of Georgia advances the goals, objectives, and priorities of the university by generating private financial support, building and maintaining relationships with alumni and donors, and assisting students with career development opportunities.

The University's most recent comprehensive campaign was "Archway to Excellence," which concluded in 2008 having successfully exceeded its \$500 million goal by \$164 million. A new comprehensive campaign is in its quiet phase, which may have a goal of \$1 billion.

ABOUT THE UNIVERSITY OF GEORGIA

Chartered by the Georgia General Assembly Jan. 27, 1785, the University of Georgia is

America's first state-chartered university and the birthplace of the American system of public higher education. The comprehensive land- and sea-grant institution is ranked 20th among the nation's top public universities in America in *U.S. News & World Report's Best Colleges* 2015 edition.

UGA attracts some of the most academically talented students in the nation. Recognized as a leader among public universities in the numbers of major scholarships earned by students, UGA has produced eight Rhodes Scholars, five Gates Cambridge Scholars, five Marshall Scholars, three Mitchell Scholars, 46 Goldwater Scholars, 12 Truman Scholars, and 12 Udall Scholars since 1995. In the past four years, 49 UGA students were offered Fulbright Scholarships.

The flagship among the 31 institutions comprising the University System of Georgia, UGA's 2014-2015 enrollment totals more than 35,000, including nearly 27,000 undergraduates, over 6,700 graduate students, and some 1,500 professional students. There are 125 foreign countries represented among the 1,184 undergraduate and 1,442 graduate and professional non-US citizens. Twenty-six percent of the undergraduate enrollment is minority.

The University is composed of 17 schools and colleges: Agricultural and Environmental Sciences, Arts and Sciences, Business, Ecology, Education, Engineering, Environment and Design, Family and Consumer Sciences, Forestry and Natural Resources, Graduate School, Journalism and Mass Communication, Law, Pharmacy, Public Health, Public and International Affairs, Social Work, and Veterinary Medicine. UGA also is home to the Georgia Regents University and the University of Georgia Medical Partnership.

There are 1,774 full-time professorial faculty, of which 97 percent hold the doctorate or other terminal degree in their field of study.

Academic offerings include 25 bachelor's degrees in 143 major fields; 34 master's degrees in 138 major fields; the specialist in education degree in 18 major fields; 4 doctoral degrees in 98 major fields; and professional degrees in Law, Pharmacy, and Veterinary Medicine. During the 2013-14 fiscal year, the University awarded 6,609 bachelor's degrees, 1,693 master's and specialist degrees, 463 doctoral degrees, and 485 professional degrees.

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UGA has a nationally competitive intercollegiate athletic program. A member of the NCAA Division I, Southeastern Conference, the University fields 9 men's and 12 women's varsity sports. The Bulldogs have won 38 national championships, including 26 since 1999.

The University has more than 200,000 alumni across the globe. Many are leaders in their communities, states, and nations. Nine UGA graduates have received the Pulitzer Prize. Four alumni have been elected to the National Academy of Sciences. Since 1851, 25 governors of Georgia have been graduates of the University of Georgia.

For fiscal year 2014, total revenues exceeded \$1.42 billion and included \$388 million from state appropriations. Nearly 19 percent of total operating expenditures were designated for instruction and more than 23 percent for research. Sponsored awards for fiscal year 2014 totaled \$220,925,012.

ABOUT ATHENS-CLARKE COUNTY, GEORGIA

The University's main campus is located in Athens-Clarke County, Georgia, located approximately 65 miles northeast of Atlanta. With a population of more than 192,000 residents, the city teems with activity.

Rolling Stones calls Athens the number one college music scene in the U.S. *Forbes* recently listed Athens as one of the 25 best retirement communities in the nation. The National Trust for Historic Preservation describes Athens as one of America's foremost "distinctive destinations" for its dynamic downtown, cultural diversity, attractive architecture, vibrant performing and visual arts scene, and strong commitment to historic preservation and revitalization.



APPLICATION AND NOMINATIONS PROCESS

Confidential inquiries are welcomed; application and nominations are invited.

Nominations should include the name, current position, e-mail address, and telephone number of the individual being nominated.

Applications should include a letter describing relevant experiences and interest in the position, a resume, and four professional references. References will not be contacted without consent from applicants. Nominations and application materials must be submitted to:

UGA@myersmcrac.com

Initial screening of applications ***begins immediately*** and will continue until an appointment is made. For best consideration, submit application materials by **May 25, 2015**.

NOTE: A completed application packet is required by the UGA Office of Human Resources. The UGA application form is available at <https://www.ugajobsearch.com> and the Posting Number is **20150271**. Submission instructions are on the website.

Myers McRae Executive Search and Consulting is assisting University of Georgia with this search. The consultants are:

Emily Parker Myers
President and CEO

Hunter Godsey
Vice President



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The University of Georgia is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability, or protected veteran status.