



The University of Georgia®



Announcing a National Search for the
Regional Director
for Leadership and Major Gifts

Regional Director for Leadership and Major Gifts

The University of Georgia, one of the nation's top public research universities, invites applications and nominations for the **Regional Director for Leadership and Major Gifts** search. This leadership appointment provides an exceptional opportunity for an experienced fundraising professional to have an essential role in building a culture of philanthropy that encourages financial University of Georgia.

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THE OPPORTUNITY

The Regional Program is responsible for building and maintaining relationships with alumni and friends in an effort to raise leadership and major gifts for the University of Georgia. Through frequent travel to mission critical cities, Regional Directors provide strategic direction and leadership for UGA's alumni and friends as they make philanthropic and volunteer decisions.

The Regional Director is responsible for making more than 180 visits annually with alumni, friends and parents of the university. This team is an extension of the development efforts of all 17 schools and colleges, in addition to various academic units and the UGA Athletic Association.

Reporting to the Senior Director of

Development for Regional Programs, the Regional Director leads UGA's development activities for the Central Development office. Because of this group's diverse geographical reach, as well as the representation of the entire university, the Regional Program can maximize the donor's potential and passion to invest in any area of the university. This position will be assigned cities based on institutional priority including three or more of the following cities: Tampa, FL; Orlando, FL; Charleston, SC; Raleigh, NC; Asheville, NC; Chicago, IL; Denver, CO; and Houston, TX.

PRIMARY RESPONSIBILITIES

- Conduct 16-20 monthly visits with prospective donors and key stakeholders in assigned regions
- Design and implement fundraising



strategies to secure leadership gifts (\$1 million+) and major gifts (\$25K+) in support of The University of Georgia

- Work collaboratively with development and alumni colleagues across campus
- Plan and/or participate in quarterly strategy planning sessions for assigned regions with internal university stakeholders
- Create and execute annual engagement and fundraising plans for assigned regions with School/College/Unit fundraisers, Alumni Association, and other internal stakeholders

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

Regional Director for Leadership and Major Gifts



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

- Participate in monthly development meetings and professional development activities
- Build, implement, and sustain a Regional Advisory Council in each assigned region
- Increase UGA community involvement in each region by showcasing the university through presence building experiences: events, dinners, lectures, volunteer meetings, etc.

QUALIFICATIONS

Education, Experience, Licensure, Certification Required:

Minimum of four years in non-profit employment, or an equivalent combination of progressive experience in an office of development or related role

Preferred Qualifications:

Major gift fundraising in Higher Education (\$25K and up)

Salary:

Negotiable; commensurate with qualifications and experience

Knowledge/Skills/ Abilities/ Competencies:

- Ability to cultivate and solicit private gifts from high-level prospects
- Must be a self-starter
- Ability to use personal computer in a Microsoft environment
- Ability to travel in and out of state

Physical Demands:

- Must be able to work evenings and weekends as necessary

- Must be able to work in a standard office environment

Activities and decisions are highly complex, so significant independent action and judgment, subject to University-wide policies, are expected.

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.



Regional Director for Leadership and Major Gifts



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.

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

Regional Director for Leadership and Major Gifts

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-RD@myersmcrae.com**

Initial screening of applications is underway and will continue until an appointment is made.

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 **20151197**. 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, and **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.