



The University of Georgia®



Announcing a National Search for the

**Senior Director of Development,  
Franklin College of Arts and Sciences**

## Senior Director of Development

The University of Georgia, one of the nation's top public research universities, invites applications and nominations for the **Senior Director of Development** 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 support for Franklin College of Arts and Sciences.

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### THE OPPORTUNITY

The Senior Constituent Based Director, also known as the Senior Director of Development, serves as a liaison between Franklin College of Arts and Sciences and UGA Central Development. In this role, the employee is responsible for communication, collaboration and coordination between Franklin College of Arts and Sciences and Central Development as well as creating productive partnerships with all other UGA schools, colleges, and unit fundraising programs.

Serving as the chief development officer for Franklin College of Arts and Sciences, the Senior Constituent Based Director is responsible for providing strategy, leadership, direction, coordination, and management of principal/major gifts, annual fund, alumni programming, stewardship, research, and office support, enabling the college to fulfill its mission and implement its programs and initiatives. This is accomplished by the Senior Director of Development working closely with the Dean of Franklin College of Arts and Sciences to develop its fundraising

priorities, create a development plan, implement the plan and secure major gifts.

The Senior Director of Development focuses on six-, seven- and eight-figure gifts, presenting a minimum of 10 to 12 proposals annually and making quality visits and/or interactions with donors and prospects monthly. The Senior Director of Development manages the development staff, alumni relations, and annual giving staff.

### RESPONSIBILITIES

- Collaborate with the dean to design and implement fundraising strategies to meet school's annual and long-term needs, while managing a staff of 10 development professionals: principal and major gift officers, annual fund, stewardship, alumni relations, research, and overall office support.
- Conduct a targeted number of quality visits based on portfolio size and annual goal. Some overnight travel in and out of state and occasional weekend work is required.
- Prepare timely, accurate, and relevant



proposals, presentations, and other fundraising materials for cultivation, solicitation, and stewardship.

- With the assistance of the Dean and the Senior Director of Constituent-Based Programs, submit an annual and long-term fundraising plan for Franklin College of Arts and Sciences that includes written strategies for top donor prospects in portfolio.
- Attend monthly division and development staff meetings, monthly individual strategy meetings, and administrative/staff meetings as needed. Participate in professional development activities such as workshops, conferences, and webinars as approved by supervisors.
- Work collaboratively with all offices of the Development and Alumni Relations division including financial services, gift and estate planning, and development colleagues located in schools, colleges, and units across campus.

## BUILDING ON EXCELLENCE | FUNDRAISING OBJECTIVES

- Grow endowed need-based scholarship support
- Endow support funds for the college's numerous departments and schools, enabling them to address immediate needs that will allow them to improve the margin of excellence in everything they do
- Strengthen the number of endowed professorships, and distinguished professorships and chaired positions
- Continue building endowed graduate student fellowships, enabling Franklin to attract the most talented, rising stars to the university

## Senior Director of Development

### QUALIFICATIONS

- Bachelor's degree required
- Minimum of 10 years or more of successful fundraising or related experience with a proven ability to cultivate and solicit major gifts and significant experiences developing fundraising strategies, while providing leadership and direction for implementation of a development plan

### Knowledge, Abilities, Skills, and Competencies

- Excellent written and verbal communication skills
- A self-starter with ability to work independently
- Strong organizational skills and ability to work effectively with diverse groups of alumni, faculty, donors, and colleagues throughout the university

### Physical Demands

- Ability to travel in and out of state
- Ability to work in a standard office environment
- Flexibility to work some nights and weekends

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

### FRANKLIN COLLEGE OF ARTS AND SCIENCES

The first classes at the University of Georgia were taught in 1801 in a forest clearing on what is now historic North Campus. In 1806, the first permanent brick building was constructed on campus and named Franklin College in honor of Benjamin Franklin. The building, later renamed Old College, is the oldest structure in Athens and houses the administrative offices of the Franklin College of Arts and Sciences as well as classroom space. Franklin College and the University of Georgia were often used interchangeably to describe the young institution until 1859, when the College of Law became the second college on campus.

Franklin provides the core curriculum for undergraduate students at UGA and is the original academic home for most UGA students and many other colleges. Franklin is vested in the success of all students, ensuring that they pass through gaining the writing, research, investigative skills, and scientific understanding necessary for every life endeavor.

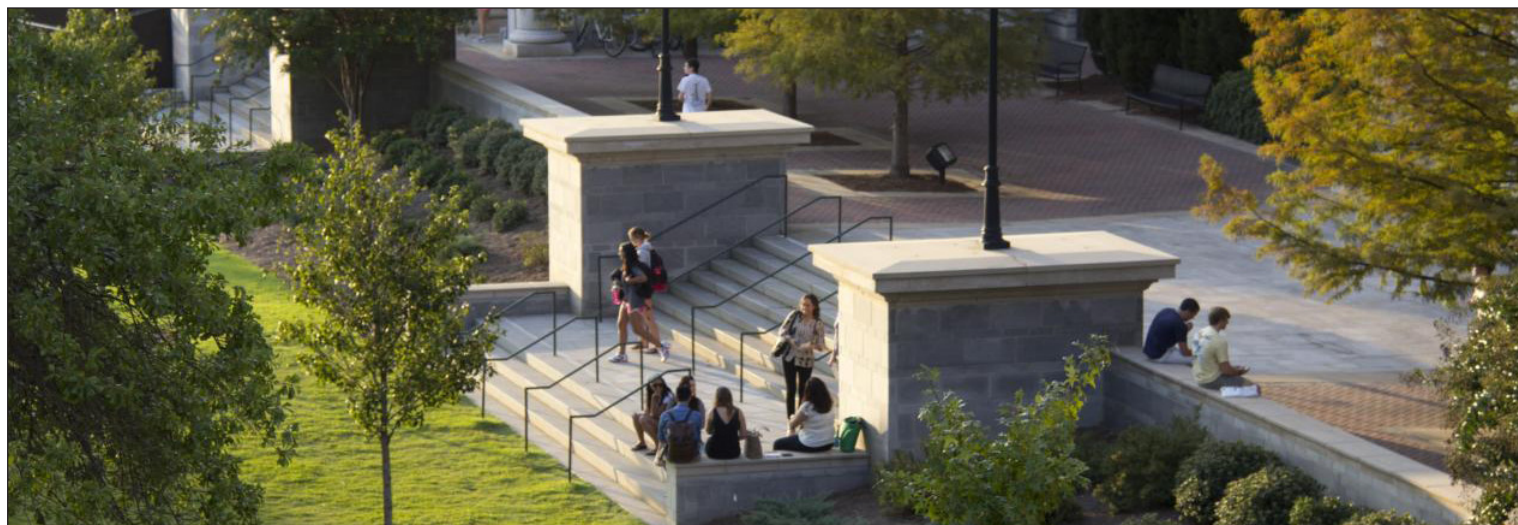
Franklin College is comprised of 28 departments, more than 30 institutions, centers, and programs, and is home to two large schools, the Hugh Hodgson School of Music and the Lamar Dodd School of Art.

Additionally, more than 30 Franklin-based study abroad programs give students an international academic experience and perspective. The top five most popular undergraduate majors at UGA - Biology, Psychology, Computer Science, English, and Chemistry - are all housed within Franklin.

The faculty comprises a third of the total faculty on campus and about half of the university's student credit hours. Franklin faculty partner and teach with other units throughout campus. Franklin faculty are responsible for bringing in \$65 million a year in funded research. In addition to educating more undergraduates than any college on campus through more than 80 undergraduate degree programs, Franklin offers 84 graduate degrees and certificates in 42 fields of study.

### THE UNIVERSITY OF GEORGIA

Chartered by the Georgia General Assembly on January 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.





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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 8 Rhodes Scholars, 5 Gates Cambridge Scholars, 5 Marshall Scholars, 12 Truman Scholars, and 12 Udall Scholars since 1995. In the past four years, 49 UGA students were offered Fulbright Scholarships.

UGA's 2015-2016 enrollment totals more than 36,000, including 27,547 undergraduates and 8,583 graduate and 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 Augusta

University and the University of Georgia Medical Partnership.

UGA has a nationally competitive intercollegiate athletic program. A member

of the NCAA Division 1, Southeastern Conference, the University fields 9 men's and 12 women's varsity sports. The Bulldogs have won 42 national championships, including 30 since 1999.

### APPLICATIONS AND NOMINATIONS

Confidential inquiries are welcomed; applications and nominations are invited. **Initial screening of applications is underway and will continue until an appointment is made.**

**Applications** should include: a) a letter describing relevant experiences and interest in the position, b) a resume, c) four professional references (References will not be contacted without consent from applicants.), and d) Your answers to the questions at: [www.myersmcrae.com/skins/userfiles/file/MMQuestions.pdf](http://www.myersmcrae.com/skins/userfiles/file/MMQuestions.pdf)

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

Submit application materials and nominations to: [UGA-Dev@myersmcrae.com](mailto:UGA-Dev@myersmcrae.com)

**IMPORTANT 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 **20152396**. Submission instructions are on the website.

**Emily Parker Myers**, Chief Executive Officer, and **Alan Medders**, President, of **Myers McRae Executive Search and Consulting** are assisting the University of Georgia with this search.



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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.*