



UNIVERSITY OF
SOUTH CAROLINA

Darla Moore School of Business



Darla Moore School of Business

**Announcing a National Search for the
Senior Director of Development
at the
University of South Carolina
Darla Moore School of Business**

Columbia, South Carolina

Senior Director of Development

The University of South Carolina's Darla Moore School of Business seeks an accomplished advancement professional to work with the Dean and others at the School and across the University to accomplish the bold and ambitious vision that keeps it at the forefront of business education. Applications and nominations are invited for the position of **Senior Director of Development**.



The Opportunity

The Darla Moore School of Business (DMSB) is recognized as a leader in business education, most notably for its enduring number one rankings in International Business. Recently, additional programs have become highly ranked, including the Risk and Uncertainty Management Program, Graduate and Undergraduate Supply Chain programs, and a Professional MBA program.

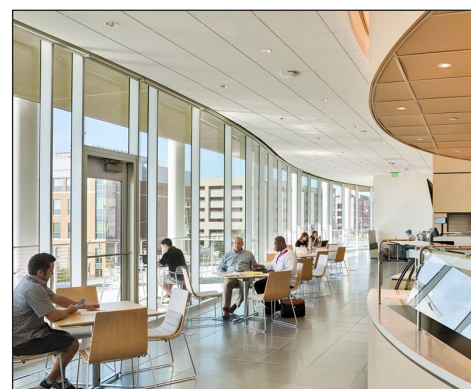
Located in Columbia SC, the geographic center of the state, DMSB is housed in a new LEED Platinum, 250,000-square-foot facility, which opened in 2014. Dean Peter Brews, who joined the School in 2013, has set an ambitious vision for the School. Armed with a rigorous business education that emphasizes both hard and soft skills and combines academic depth with application and experiential learning,

the School is preparing students for jobs that are coming.

Position Summary

The Senior Director is responsible for DMSB's advancement program and priorities, which includes principal and major giving, corporate and foundation giving, annual giving, alumni engagement, and corporate relations. Meeting fundraising goals by increasing private gifts is the position's key metric, and supervising, mentoring and coaching the School's advancement team is the position's key managerial role.

Under limited supervision, and reporting to the Darla Moore School of Business Dean and to the University of South Carolina (USC) Senior Associate Vice President of Development, the DMSB Senior Director of Development provides the strategic leadership



and vision for advancement at the School. The Senior Director is an important member of the USC Central Development team and works to ensure the School's development activities are consistent and coordinated with Central Development programs and guidelines. The Senior Director serves on the Senior Associate Vice President of Development's eight-member leadership team.

The Senior Director also works closely with the DMSB Business Partnership Foundation, administrator of the School's endowment. Travel to geographic locations of donors and prospects and evening and weekend work are required.

Success in this position requires the ability to cultivate, solicit and steward a portfolio of donors and prospective



DARLA MOORE SCHOOL OF BUSINESS

TOP RANKINGS

- #1 **International MBA Degree** in 2015, and a top three graduate international degree for 26 consecutive years - *U.S. News & World Report*
- #1 **Undergraduate International Business Degree** for the last 17 consecutive years - *U.S. News & World Report*
- #1 **Part-time MBA in the Carolinas; #2 in the Southeast**
- #11 **Risk and Uncertainty Management Program** - *U.S. News & World Report*
- #12 **Undergraduate Supply Chain Program in North America** - *Gartner*
- #12 **Graduate Supply Chain Program in North America** - *Gartner*

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donors. This includes creating prospect strategies and working with the Senior Associate Vice President to establish measurable goals and objectives for new gift commitments. Additionally, the position requires collaboration in philanthropic development agendas.

Primary duties and responsibilities

The Senior Director is responsible for the cultivation and solicitation of principal and major gift prospects, primarily from DMSB alumni. This senior fundraiser cultivates positive relationships between external stakeholders (including alumni, donors and corporate partners) and DMSB faculty, staff and students, in support of the School's academic mission. The Senior Director will oversee the fundraising for the Dean's initiatives, school endowment enhancement and institutional priorities.

The Senior Director coordinates advancement activities with the DMSB Office of Career Management, Division of Executive Education, Alumni, and DMSB Academic Centers of Excellence to ensure cohesive and aligned goals for both corporate and individual stakeholders of the School. This professional also coordinates important corporate partner relationships, engaging internal and external DMSB constituents.

Prospects

The Senior Director is responsible for a portfolio of high-capacity prospects with a demonstrated capacity for principal and major gifts, drawn from alumni, faculty, parents, trustees, corporate partners and others. This director also leads the evaluation, cultivation, solicitation and stewardship of significant prospects and donors from the DMSB alumni community and other important external constituencies.

Success will be measured by development metrics, as well as by the ability to meet fundraising goals set by the Dean.

Management

The Senior Director manages seven advancement professionals and especially assists DMSB development officers with prospect prioritization, fundraising initiatives, and annual work plans and goal setting. Other responsibilities include managing, mentoring and coaching the DMSB Advancement team.

Qualifications

A Bachelor's degree and at least 7 to 10 years of fundraising and management experience in development, including major and principal gift work, or a Master's degree with a minimum of 7

years of relevant work experience, are preferred.

Additional qualifications include:

- A proven track record of success in identifying, cultivating and soliciting major gifts in higher education or similar environments
- Strong interpersonal, written and verbal communication skills
- An ability to absorb and articulate complex institutional viewpoints, goals and needs
- Excellent organizational management skills
- An ability to interact with senior business executives and donors
- Capability to represent DMSB at the highest levels, including serving on the DMSB Executive Team
- Ability to work collaboratively with USC institutional leadership and development peers
- A desire to be associated with a leading-edge advancement team
- The ability and willingness to travel

The successful candidate will learn quickly, be reliable and self-aware, and have the ability to follow through on commitments and to guide a team of advancement professionals in the attainment of individual and

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DARLA MOORE SCHOOL OF BUSINESS FUNDRAISING TOTALS

FY10 - \$10,844,606

FY11 - \$18,964,550

FY12 - \$4,590,950

FY13 - \$6,264,104

FY14 - \$5,445,957

FY15 - \$30,056,122*

FY16 - \$2,868,547 - as of Jan. 31

* includes a significant planned gift

institutional objectives. A deep understanding of and a strong commitment to the DMSB academic mission will sustain the successful candidate.

A qualified candidate also will have:

- A solid understanding of advancement, along with a strong track record in fundraising and philanthropy management
- A proven ability to effectively interact with diverse internal and external constituencies, such as donors and prospective donors; university administrators, deans, faculty, staff and students; and academic centers of excellence and their advisory boards and corporate partners
- Demonstrated success in building trust and strong business and interpersonal relationships
- Influential presentation and communication skills, supported by a professional demeanor appropriate for and comfortable working with eminent persons
- Prior experience supervising professional staff

The Darla Moore School of Business

Since its founding in 1919 as the School of Commerce, the Darla Moore School of Business has grown into a thriving center of academic excellence, with an enrollment of more than 5,200 undergraduate students and over 800 graduate students.

The faculty is composed of more than 150 teachers, scholars and practitioners. Their expertise encompasses the full spectrum of business disciplines and they were educated at many of the finest universities in the world.

The DMSB is perhaps best known for its outstanding leadership in international business education and research. However, and as its rankings indicate, the School is also very strong in other functional areas, including Risk and Uncertainty Management and Global Supply Management

The School is home to thriving research centers, such as the Riegel & Emory Human Resource Center, the Center for Global Supply Chain and Process Management and the School's Division of Research. In 1990, the U.S. Department of Education selected

the DMSB as one of five educational institutions in the country, and the only one in the Southeast, to serve as a Center for International Business and Education Research (CIBER).

The School offers a wide range of programs in addition to its international specializations. There are nine undergraduate concentrations, seven master's programs and two Ph.D. programs; the Daniel-Mickel Center for Executive Education; and an annual Economic Outlook Conference that draws widely from the public sector as well as academia.

In March 1998, the School became the nation's first major university to name its business school for a woman, honoring University of South Carolina alumna and business executive Darla Moore. Ms. Moore's combined gifts of \$70 million make the Moore School the beneficiary of one of the largest private donations to a U.S. business school.

The Darla Moore School of Business is accredited by AACSB International.

THE UNIVERSITY OF SOUTH CAROLINA COLUMBIA

Founded in 1801, the University of South Carolina Columbia is

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among America's oldest and most comprehensive public universities. As the flagship institution of the state system, USC Columbia leads the way in providing all students with the highest-quality education, including the knowledge, skills, and values necessary for success and responsible citizenship in a complex and changing world. Under President Harris Pastides' leadership, USC is experiencing remarkable growth and national and international recognition for excellence.

USC Columbia is the largest campus in the University of South Carolina system, with an enrollment of more than 25,000 undergraduate students and approximately 8,400 students in graduate and professional programs. The university serves a diverse population of students with widely varying backgrounds, career goals and levels of aspiration.

USC Columbia offers more than 320 degrees at the bachelor's, master's, doctoral and professional program levels. Through the primary method of

classroom and laboratory instruction, and through a secondary method of distance learning delivered via the Internet, teleconference and electronic media, degree programs are offered through 16 schools and colleges:

- College of Arts and Science
- Darla Moore School of Business
- College of Education
- College of Engineering and Computing
- The Graduate School
- College of Hospitality, Retail and Sport Management
- College of Information and Communications
- School of Law
- School of Medicine Columbia
- School of Medicine Greenville
- School of Music
- College of Nursing
- South Carolina College of Pharmacy
- Arnold School of Public Health

- College of Social Work
- South Carolina Honors College

The depth and breadth of its graduate programs in the arts and sciences, international business, public health, social work, and library and information science distinguishes USC Columbia from all other institutions of higher learning in South Carolina. Additional opportunities for personal and career development, including an associate degree program at Fort Jackson, are provided to the citizens of South Carolina through outreach and continuing education activities.

USC Columbia's academic programs are highly recognized as being among the best in the nation and around the world by national publications, such as *Kiplinger's*, *Financial Times* and *U.S. News and World Report*. Notably, the University has the nation's #1 Honors College (*U.S. News and World Report*). Further, *The Chronicle of Higher Education* has named the university as a top producer of U.S. Fulbright students. Ten of USC Columbia's graduate programs are ranked in the top 25 in the nation.

Conferring more than 30 percent of all bachelor's and graduate degrees awarded at public institutions in South Carolina, the University has a profound relevance, reach and impact on the people of the state.

One of only 32 public universities to earn the Carnegie Foundation's top-tier designations in research activity and community engagement, USC Columbia is the major research institution of the University of South Carolina system. It was awarded more than \$243 million in sponsored research in FY 2015.

The USC Columbia athletic program fields 19 men's and women's intercollegiate sports. The university is a member of the NCAA Division I Southeastern Conference.



The University of South Carolina completed the Carolina's Promise campaign on June 30, 2015, and raised \$1,043,265,730, surpassing the \$1 billion goal. During the campaign, Darla Moore School of Business raised \$86,980,373, which does not include the \$45 million Darla Moore committed prior to the campaign. Of the funds DMSB raised, \$33,845,408 was expendable, \$26,163,552 was capital and \$26,971,414 was donor designated for endowment.

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COLUMBIA, SOUTH CAROLINA

The capital of and the largest city in the South Carolina, Columbia offers a unique blend of urban vibrancy with hometown charm and friendliness. From casual to fine dining, exceptional shopping, popular entertainment venues, historic sites, and superior healthcare, this thriving city provides a high quality of life.

The area has a diversified and growing economy. Along with the South Carolina state government, the city has major employers in the areas of healthcare, energy, banking, insurance, transportation, and technology. Additionally, Columbia is home to Fort Jackson, the U.S. Army's largest and most active initial entry training installation.

The city lies at the confluence of the Saluda River and the Broad to form the Congaree River. These rivers provide great opportunities for water recreation from fishing to canoeing. Averaging 217 sunny days a year, the area normally has warm autumns, mild winters and early springs, allowing outdoor recreation year-round.



APPLICATION AND NOMINATIONS PROCESS

Confidential inquiries are welcomed and 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.myersmcræ.com/skins/userfiles/file/USC-MMQuestions.pdf
2. **Submit application packet to:** USC-Dev@myersmcræ.com

Nominations should include contact information for the individual being nominated. Submit nominations to the email provided above.

Review of materials begins immediately. For best consideration, application materials should be received by April 4, 2016.

Emily Parker Myers, CEO, and **Alan Medders**, President, of **Myers McRae Executive Search and Consulting** are assisting University of South Carolina with this search.



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