

THE UNIVERSITY OF SOUTHERN MISSISSIPPI

# FOUNDATION



ANNOUNCING A NATIONAL SEARCH FOR THE  
**CHIEF DEVELOPMENT OFFICER**



**The University of Southern Mississippi Foundation** seeks an experienced fundraising professional who is a highly organized, management-oriented individual to provide visionary leadership to direct and oversee the fundraising operations of the USM Foundation as the **Chief Development Officer**. Applicants should have a demonstrated ability to close major gifts in a relationship-based culture.

## THE OPPORTUNITY

The Chief Development Officer serves as the manager for the development officers and the research team. This officer is responsible for the organization and coordination of major gift fundraising, planned giving, campaign and fundraising management, and oversight of development personnel.

Candidates should have a demonstrated ability to form and fully leverage cross-functional teams of colleagues, volunteers, academic and administrative leaders, and athletic fundraisers toward closure of major and transformational gifts. This officer also serves as a member of the executive leadership team of the USM Foundation.

## DUTIES AND RESPONSIBILITIES

- Leads, motivates and manages development professionals and is responsible for hiring, orientation, on-going training and professional development, and performance planning and evaluation of development officers and support staff.
- Ensures a robust prospect pipeline is managed and maintained to enable the achievement of the fundraising goals for individual development officers and the overall goals of the University.
- Creates and manages appropriate prospect management metrics for the evaluation and improvement of development efforts.
- Manages advancement research team, ensuring that effective, accurate and timely information is gathered, tracked, analyzed and distributed to relevant audiences.
- Works closely with and coordinates the efforts of the President, Vice Presidents, Deans, Athletic development team, faculty, staff, Foundation Board members and other volunteers and development support staff to implement and achieve the goals of the University's advancement efforts.
- Plans, coordinates and directs an integrated approach to fundraising initiatives, including major giving and planned giving efforts across the University.

- Directs and oversees the day-to-day operations of the USM Foundation's fundraising efforts, supervision of daily workflow, enforcement of organizational policies and procedures and other tasks required to maintain effective operations of a professional development office.
- Exercises and promotes good judgement, discretion in interactions and application of ethics related to development activities.
- Serves as a primary fundraiser and manages a portfolio of donors and prospects to cultivate prospects, solicit gifts, and steward donors capable of making principal-level gifts.
- Performs any and all duties and responsibilities associated with the Foundation as assigned by the Executive Director.

## QUALIFICATIONS

A bachelor's degree is required; a master's degree is preferred. Five years of professional experience in fundraising, working the full spectrum of development, including cultivation, solicitation, stewardship and donor recognition is required.

Candidates must have experience managing development staff, preferably in a campaign environment in higher education.

Additional qualifications include the following:

- Demonstrated organizational and time management skills
- Outstanding written and oral communication abilities
- Strong critical and creative thinking
- Successful strategic planning experience
- Demonstrated self-motivation
- Willingness and ability to engage in overnight travel and to work weekends





*The University of Southern Mississippi cut the dedication ribbon on September 4 for the new \$34 million, state-of-the-art Scianna Hall, home of the College of Business. The 94,000-square-foot facility is one of the campus' signature buildings.*

## ABOUT THE USM FOUNDATION

The University of Southern Mississippi Foundation is a non-profit organization committed to serving the University community by overseeing fundraising efforts to raise private support for scholarships and other academic needs at Southern Miss. The Foundation manages donor dollars to provide the most advanced educational opportunities available to students, faculty, staff, alumni and friends of Southern Miss.

The Foundation is governed by a volunteer Board of Directors whose members serve as advocates for the University, its colleges and programs. Foundation board members are committed to building successful partnerships with Southern Miss and its many generous supporters.

In the 2014-15 fiscal year, the Foundation raised more than \$10 million in current, pledged and planned gifts. The Foundation provided \$11.1 million to support the University, including \$3.8 million awarded in more than 2,200 scholarships, \$4.3 million aided with campus construction projects and renovations, and \$1 million benefited academic units, faculty and staff.

There has been consistent and steady growth of the Foundation's net assets. As of June 30, 2015 net assets totaled more than \$112 million and the endowment market values was over \$82 million.

## THE UNIVERSITY OF SOUTHERN MISSISSIPPI

Founded in 1910, The University of Southern Mississippi is a comprehensive

doctoral and research-driven university with a proud history and an eye on the future. In just 100 years, Southern Miss has grown from a small teachers' college into a premier research university with a national reputation for excellence.

As Mississippi's only dual-campus university, Southern Miss serves students on campuses in Hattiesburg and Long Beach, in addition to five teaching and research sites in Mississippi and through Online at Southern Miss. The Hattiesburg campus of the University encompasses 300 acres, and the Gulf Park campus in Long Beach sits on 52 acres of beachfront property.

Southern Miss is comprised of six colleges that offer more than 140 bachelor's degree programs. The Graduate School offers more than 140 master's degrees, more than 75 doctoral degrees, and nearly 30





doctorate-granting universities. The Center for Undergraduate Research affords students meaningful research opportunities, and as a proven leader in innovation, Southern Miss is generating real-world solutions through transformative research. One of the Center's research projects was one of only two worldwide selected by NASA to be conducted on the International Space Station to explore whether life can survive on Mars.

Research initiatives include a partnership between GE Aviation and the University that focuses on composites development processing for the GENx aircraft engine. Additionally, USM is home to the National Center for Spectator Sports Safety and Security, which conducts innovative research on sport safety and security risks and threats.

The Center for Gulf Studies, administered through the Southern Miss Department of Marine Science at Stennis Space Center, serves the people of Mississippi, the northern Gulf region, and the nation with a scientifically-based understanding of ecosystem status and trends with special emphasis on improved forecasting abilities to ensure sustainable coastal and ocean ecosystems of the Gulf of Mexico.

The Department of Athletics at The University of Southern Mississippi offers 16 sport programs at the Division I level sponsored by the National Collegiate Athletic Association (NCAA). A member of Conference USA since fall 1995, the Golden Eagles have won five Conference USA football championships, three Conference USA baseball championships, and

specialist's and certificate programs. At the Gulf Park campus in Long Beach, students can choose from more than 50 degree programs, including 23 master's degrees and four PhDs.

The University is home to the sixth-oldest acceptance-based Honors College in the nation along with nationally recognized programs in the arts, polymer science and business. Students at Southern Miss also are afforded international experience through study-abroad programs in 21 countries, such as the Caribbean Studies program in Jamaica, the Business and Culture program in Japan and the popular British Studies program in London.

Winning national scholarships is a proud tradition of the Honors College. Since 2006, Southern Miss students have collected seven Goldwater Scholarships, three Truman Scholarships, 14 National Science Foundation Graduate Research Fellowships and numerous other prestigious awards.

Southern Miss is classified as a RU/H: Research University (high research activity) by the Carnegie Foundation for the advancement of teaching among



*Launched February 6, 2014, the Dale Center for the Study of War & Society Campaign exceeded its \$2 million goal. The fundraising initiative built upon early successes of the program and elevated the Dale Center to the premier academic program for the study of war and society in the United States.*



## USM FACTS AND FIGURES

<b>Established:</b>	1910
<b>Degrees:</b>	More than 140 undergraduate and more than 200 master's and doctoral
<b>Enrollment:</b>	14,579 (Fall 2015)
<b>Faculty:</b>	923 (Spring 2014)
<b>Student-Faculty Ratio:</b>	17:1
<b>Research Funding:</b>	\$71 million in 2014-15
<b>Alumni:</b>	More than 120,000
<b>Athletics:</b>	A member of Conference USA with 16 sport programs at the NCAA Division I level

the 2014 Conference USA basketball championship. The USM athletic program is continually recognized for having the highest graduation rate in the state among men's athletic programs.

### HATTIESBURG, MISSISSIPPI

Hattiesburg offers Southern charm and friendly neighbors. The city is located 90 miles from Jackson, Miss., 100 miles from New Orleans, La. and 70 miles from the Mississippi Gulf Coast.

The city has a population of nearly 52,000 with the metro area population of nearly 150,000. Mild winter months allow year-around outdoor activities.

In 2011, Hattiesburg was named one of "America's Great Places" by the American Planning Association for its exemplary character and quality of life that makes it a place where people want to live and work every day.

Known for its artistic and cultural flair, the city's Historic Downtown District features many architectural gems. Hattiesburg has Mississippi's only certified Rails to Trails Conservancy project, the 42-mile Longleaf Trace, a multi-use recreational trail.

## APPLICATIONS AND NOMINATIONS

Confidential inquiries are welcomed, and nominations are invited.

- To Apply** - Application packet must include:
  - A letter of interest
  - Current resume
  - At least five references with full contact information (References will not be contacted without consent from applicants.)
  - Your answers to the questions at: <http://tinyurl.com/question2answer>
- Submit application packet to:** [USM-CDO@myersmcrae.com](mailto:USM-CDO@myersmcrae.com)

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

Review of applications will begin **November 30, 2015**.

**Kenny Daugherty**, Executive Vice President and COO of **Myers McRae Executive Search and Consulting**, is assisting The University of Southern Mississippi Foundation with this search.



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*The University of Southern Mississippi offers to all persons equal access to educational, programmatic, and employment opportunities without regard to age, sex, sexual orientation, religion, race, color, national origin, Vietnam-era veteran status or disability status.*