

THE UNIVERSITY OF SOUTHERN MISSISSIPPI FOUNDATION



ANNOUNCING A NATIONAL SEARCH FOR THE
SENIOR MAJOR GIFTS OFFICER



The University of Southern Mississippi Foundation seeks an experienced fundraising professional who has demonstrated the ability to close major gifts in a relationship-based culture to serve as the **Senior Major Gifts Officer**. Reporting to the Chief Development Officer of the Foundation, this officer serves as a lead fundraiser for the USM Foundation.

THE OPPORTUNITY

The Senior Major Gifts Officer typically solicits significant, principal-level gifts, including current gifts, pledges and planned gifts. Working closely with deans, faculty, volunteers and other stakeholders, this officer is expected to meet defined visit and solicitation goals.

With extensive knowledge of higher education fundraising processes and procedures, the Senior Major Gifts Officer independently prioritizes work tasks that have been set in consultation with the Chief Development Officer. This officer also assists the Foundation's management in the development and execution of the fundraising plan for the organization.

DUTIES AND RESPONSIBILITIES

- Develops and manages prospect portfolios of potential individual and corporate donors capable of making principal-level gifts.
- Establishes, cultivates and stewards relationships with existing donors.
- Researches and identifies prospects for principal, major and planned gifts.
- Cultivates and solicits donors, including the development and implementation of the prospect strategy, preparation of written materials and solicitation individually or in tandem with volunteers, deans and other staff.
- Develops detailed cultivation, solicitation and stewardship strategies for alumni, friends and organizations.
- Requests assistance from deans, department heads, faculty and other University personnel with specific stewardship, cultivation and solicitation needs, as required.
- Maintains records of visits, solicitations and cultivation statuses in accordance with system

requirements and Foundation protocols.

- Records detailed interaction of all visits and prospect management in relation to gifts donated to the Foundation, including major gifts, planned gifts, scholarships, naming opportunities and endowments.
- Uses best practices in conducting all fundraising activities.
- Performs any and all duties and responsibilities associated with the Foundation as assigned by the Executive Director of the Foundation.
- Adheres to University and Foundation policies, procedures, and regulations.

QUALIFICATIONS

Candidate must have a bachelor's degree. A minimum of five years of development or similar experience at a university or other comparable organization, or equivalent professional experience in outside sales is required. Candidates must have or be eligible to obtain a valid Mississippi driver's license.

Additional qualifications include:

- Demonstrated organizational and time management skills
- Outstanding written and oral communication skills
- Strong critical and creative thinking
- Ability to direct work independently to accomplish assigned tasks and goals
- Willingness and ability to engage in overnight travel and to work weekends

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



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.

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 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 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 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



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

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

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.



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-SrMGO@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 **February 25, 2016**.

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.