



Jefferson City, Tennessee

Vice President for Advancement

Carson-Newman College, a Christ-centered, liberal arts college, seeks a chief advancement officer who has the experience and talent to provide effective leadership for a comprehensive advancement program. The Vice President for Advancement works closely with the President and the Board of Trustees to undergird the mission of the College and is one of the eight members of the College's Executive Council.

RESPONSIBILITIES

With a clear commitment to integrity, complemented by a strong work ethic, the senior advancement officer is expected to guide Carson-Newman's advancement efforts to a higher level of achievement. The College is seeking an energetic leader, who takes initiative and is goal-oriented. He or she is expected to be able to build and to motivate a team that will develop a vigorous and comprehensive fundraising program. This individual will relate to a wide range of the College's constituents, including

alumni, major donors, and other friends of the College, fostering loyalty and financial support for all the College's programs and endeavors.

The successful candidate must have:

- An understanding and appreciation for the important role Carson-Newman's Baptist heritage plays in the institution's mission, culture and campus community
- The ability and confidence to develop and nurture relationships with established



and prospective donors, including individuals, businesses, churches, and foundations

- Significant experience in successful fundraising activities and campaign management, encompassing goal setting, planning and implementing strategies, identifying new donors, and soliciting gifts
- Effective and persuasive communication skills, both oral and written
- An in-depth understanding

of budgets and financial records that are associated with an advancement program

- Experience in managing a professional staff, with a commitment to being a team member as well as the leader
- The ability to manage multiple responsibilities and projects, including the annual fund, major gifts, alumni relations, a comprehensive program of estate and planned gifts, corporate and foundation

fundraising, and the management of volunteers, and to conceptualize, implement and direct a major campaign

- The ability to enhance and develop ongoing partnerships that support the institution's vision and goals
- A professional presence to represent the College to both internal and external audiences
- The ability and experience to modernize the Advancement program through appropriate technology
- The willingness and ability to travel as needed



colleges in the nation, is located 25 miles northeast of Knoxville, Tennessee. Established as Mossy Creek Missionary Baptist Seminary in 1851, the College is deeply rooted in its Baptist heritage and has been affiliated with the Tennessee Baptist Convention for the past 90 years. The College's vision is to become a premier Christian liberal arts college with a worldwide impact.

The College offers a Christ-centered, liberal arts education in an environment that encourages open intellectual inquiry and deeper spiritual maturity. Caring faculty and staff seek to



THE COLLEGE

Carson-Newman, one of the oldest coeducational Baptist



instill Christian values in the students and to inspire them to use their unique gifts for a lifetime of service.

The historic Baptist distinctives of religious liberty, personal responsibility and compassion for others create a welcoming community that fosters a sense of belonging. The cultural heritage and geographic beauty of the Appalachian region enriches the Carson-Newman experience, and the College contributes to the environmental preservation and economic development of this national treasure.

The Jefferson City campus offers white-columned buildings on 125 acres of rolling, grassy hills, surrounded by lakes and nestled in the foothills of the

Great Smokey Mountains. Two new facilities were dedicated this past year: The \$10-million Ted Russell Hall, home of the School of Business, and the Dorothy H. Greer House for International Scholars and Missionaries, which houses missionaries and scholars who come to campus to promote international missions.

Enrollment is strong and growing. The College currently has 2,147 students, with the 513-member freshman class being the largest in 23 years. With a student/faculty ratio of 12:1, the 124 faculty members are great Christian mentors, who get to know and nurture each student. The College's education model ensures that students not only grow academically, but also spiritually, socially,



emotionally, and physically. Carson-Newman students are encouraged to live out their faith by making a difference in the lives of the people they meet, and the College provides many volunteer and mission opportunities and has an active and expanding international program.

Offering 55 majors, Carson-Newman has nine schools: Business, Education, Humanities, Family and Consumer Sciences, Fine Arts, Natural Sciences and

Mathematics, Nursing and Behavioral Health, Religion, and Social Sciences. Graduate degrees are offered in counseling, education and nursing, along with a post-baccalaureate health pre-professional program. The College will begin an MBA program in January 2010.

The Carson-Newman Eagles are a member of the NCAA Division II South Atlantic Conference. With 112 years of intercollegiate athletic history, the institution has produced

224 All-Americans, six team national championships, a dozen individual national champions, and many conference titles. Approximately 450 student-athletes participate in the 17 men's and women's intercollegiate sports.

Carson-Newman College is an equal opportunity employer.

JEFFERSON CITY, TENNESSEE

Close to the Great Smoky Mountains National Park, Jefferson City offers a small town, friendly atmosphere, with warm Southern hospitality. All the amenities and entertainment venues of Knoxville, Pigeon Forge and Gatlinburg are only a short drive away. Rich in outdoor recreation, Jefferson City is minutes from Cherokee Lake and Douglas Lake.

REFERRALS AND APPLICATIONS

Referrals, letters of interest and applications, including a cover letter and resume, should be submitted to:

CarsonNewman@myersmcræ.com

Confidential inquiries are invited.

Contact the Myers McRae Consultant Team Leaders:

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