



PIEDMONT COLLEGE



ANNOUNCING A NATIONAL SEARCH FOR THE

Vice President of Advancement



Piedmont College, a comprehensive, private liberal arts college with campuses in Demorest and Athens, Georgia, seeks a visionary and energetic administrator to guide and direct its fundraising and development programs as **Vice President for Advancement**. The College invites letters of application and nominations for this senior leadership opportunity.



The Leadership Opportunity

Piedmont College has been named a “Best College” and “Best Value” by *US News & World Report* among the Regional Universities in the South. Across two campuses, the College offers undergraduate and graduate programs, including doctoral degrees.

The chief fundraising officer of the College, the Vice President for Advancement reports directly to the

President. The Vice President provides leadership for all advancement programs in support of the College’s mission and goals. Working collaboratively with the President, Board of Trustees, and donors at all levels, this senior officer develops both long-term and immediate strategies and programs for engagement, cultivation, solicitation, and stewardship of constituents in all matters pertaining to the philanthropic support of the College.

The new Vice President will join Piedmont College at a significant time in its 121-year history. Undergraduate enrollment at the Demorest campus has increased by 7 percent during each of the past five years; residential enrollment has increased by 20 percent during the same time period.

Duties and Responsibilities

The Vice President for Advancement provides overall leadership for fundraising and development programs. Areas of responsibilities include major gifts, annual fund, corporate and foundation gifts and sponsorships, planned giving, prospect research, advancement and alumni relations events, and development services. The Vice President also oversees marketing and communications.

The Vice President also will:

- Provide leadership to and coordinate the resources of the development program, including planning and executing comprehensive fundraising strategies for foundations, corporations, and individual donors in order to meet the ongoing financial needs of the College.
- Oversee all resource development activities including capital campaigns, major gifts, special events, planned giving, prospect research, grant

Mission Statement

Piedmont College dedicates itself to the transformative power of education through reciprocal learning, the development of compassionate leaders, and the stewardship of our local and global communities.

Core Values

Inquiry - Piedmont College fosters an environment for learning by engaging in critical and creative dialogue. All members of the college community are challenged to immerse themselves in discovery, analysis, and communication.

Service - Piedmont College cultivates a sense of gratitude and duty to humanity by offering opportunities for civic engagement, personal growth, and ethical reasoning in action.

Legacy - Piedmont College upholds the intellectual, social, and theological heritage of Congregationalism through excellence in teaching and scholarship and by embracing our diverse society. We further these principles by encouraging empathy, innovative thought, and responsibility towards ourselves and others.



- writing, donor cultivation, and stewardship program.
- Build relationships with key stakeholders, such as community members, foundations, and individuals, while expanding and diversifying the donor base through an ongoing cultivation and stewardship program.
 - Manage a portfolio of major donors and coordinate the President's engagement in fundraising activities for the College.
 - Develop for the President's and Board of Trustees' approval an integrated and prioritized set of fundraising goals and initiatives and communicate fundraising priorities throughout the organization.
 - Establish and administer Advancement budgets and provide fundraising and budget reports to the President and Board of Trustees.
 - Actively participate in the solicitation and stewardship of gifts and grants.
 - Represent the College at events, to volunteer groups, and in the community with the goal of increasing the visibility of the College's development priorities and needs.
 - Identify legal requirements and government reporting regulations affecting organization development work and ensure the organization is in compliance with applicable requirements.
 - Oversee marketing and

- communications efforts both internally and externally, including advertising, publications, and other forms of media.
- Serve as staff liaison to the Board of Trustees Advancement Committee.
 - Develop and mentor an integrated development team and establish a work environment that fosters collaboration, respect, and excellence.
 - Work with Advancement staff to provide outstanding service to constituents.

Required Qualifications

Candidates must have a master's degree from an accredited college or university with appropriate academic preparation in related fields. A minimum of 10 years of experience in Advancement work and demonstrated success in fundraising are required.

Other qualifications include:

- Expertise in budgeting and strategic planning that is results oriented
- Superior negotiation, organizational, management, and leadership skills
- Demonstrated ability to motivate staff and achieve departmental goals
- Excellent interpersonal and written and oral communication skills
- Ability to influence and engage a wide range of donors
- Commitment to providing services in accordance to the mission and goals of the organization

- Experience using Raiser's Edge or similar development database programs
- Experience in developing and implementing cohesive marketing strategies for complex organizations with multiple constituencies

Piedmont College

Founded in 1897, Piedmont is a comprehensive liberal arts institution in northeast Georgia. The College has more than 2,300 students enrolled across four academic schools; the School of Arts and Sciences, Walker School of Business, School of Education, and the Daniel School of Nursing and Health Sciences.

Piedmont's 200-acre residential campus is in Demorest, Ga., in the foothills of the Appalachian Mountains. The Athens campus, which is designed for commuting students, is in one of Georgia's most historic and popular cities. Both campuses offer undergraduate and graduate programs. The School of Education also provides graduate programs in numerous off-campus locations across Georgia.

Piedmont is affiliated with the United Church of Christ and with the National Association of Congregational Christian Churches. The College is committed to nurturing a diverse and inclusive community that cherishes academic freedom.

The student/faculty ratio is 14 to 1, and most professors hold a doctorate or the terminal degree in their field. Piedmont

is known for the individual attention and one-on-one instruction provided by professors, whose first commitment is to their students' education.

Piedmont offers majors in more than 50 disciplines and interdisciplinary studies that lead to Bachelor of Arts, Bachelor of Fine Arts, Bachelor of Science, and Bachelor of Science in Nursing degrees. The College encourages study across multiple disciplines, and students can select related courses in different schools to create their own interdisciplinary degree program.

The Master of Business Administration degree is offered at both campuses. Education graduate programs include the Master of Arts in Teaching, Master of Arts, Education Specialist, and the Doctor of Education degrees.

The School of Education, with 1,200 students enrolled in undergraduate and graduate programs, is one of the largest in the state and has achieved national prominence through its Woodrow Wilson Teaching Fellows program. The Daniel School of Nursing & Health Sciences has experienced tremendous growth in enrollment and offers the only baccalaureate program in Cardiovascular Technology in the state.

Piedmont promotes international and domestic travel opportunities for academic credit within a variety of study areas. Students also may study abroad for a semester at the University of Nottingham, England, and Paderborn University, Germany.

Piedmont is a member of the NCAA Division III, USA South Athletic Conference. Sports include men's and women's basketball, cross country, cycling, golf, lacrosse, soccer, tennis and track & field; baseball, softball and volleyball. The College also has active intramural teams in a variety of sports.

With a substantial endowment, Piedmont is able to provide a high-quality education while maintaining tuition that is among the lowest of all private colleges in the state.



Demorest, Georgia

Demorest is a picturesque rural community with numerous outdoor recreational activities. The city has a relatively low cost of living, with desirable and affordable housing, quality schools, and excellent medical care.

Larger cities that offer a wide variety of cultural, entertainment, sports, dining, and shopping opportunities are only short drives away. Demorest is just 25 minutes from Gainesville, Ga.; 45 minutes from Athens, Ga., and 70 miles from Atlanta, Ga., and Greenville, S.C.

Applications & Nominations

Confidential inquiries are welcomed; nominations are invited.

1. **Application packet must include:**
 - a) Letter of interest
 - b) Current resume
 - c) At least five references with full contact, including e-mail, information (References will not be contacted without applicant's consent.)
2. **Submit application packet to Piedmont-VPAdv@myersmcrac.com by February 25, 2019.** Applications will be accepted until position is filled.

Submit nominations to Piedmont-VPAdv-nominate@myersmcrac.com with full contact, including e-mail, information on the individual being nominated.

Kenny Daugherty, President of **Myers McRae Executive Search and Consulting**, is assisting Piedmont College with this search.



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Piedmont College is an EEO/Title VIII/Title IX/Section 504/ADA/ADEA institution in the provision of its education and employment programs and services. All qualified applicants will receive equal consideration for employment without regard to race, color, national origin, religion, sex, disability or age.