

# THE UNIVERSITY OF **ALABAMA**<sup>®</sup>



Announcing a National Search for the  
**Senior Director of Development**  
**for Culverhouse College of Business**



## Senior Director of Development Executive Search

**The University of Alabama**, one of the nation's top public research universities and Alabama's flagship institution, invites applications and nominations for the position of **Senior Director of Development for Culverhouse College of Business**. This is a leadership opportunity for a well-experienced fundraising professional to plan and direct a development team and program in support of The University of Alabama.

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### THE OPPORTUNITY

The University of Alabama seeks a successful fundraising professional to lead a team to secure major gifts for the Culverhouse College of Business. With a total enrollment of 9,155 for Fall 2017, the college has 50,000+ alumni, and UA's Manderson Graduate School of Business has 7,000+ graduates. Overall, 91 percent of Culverhouse undergraduates find jobs within 90 days of graduation.

The Senior Director of Development serves as a liaison between the Culverhouse College of Business and the UA Office of Development. The Senior Director is responsible for identifying fundraising priorities, creating and implementing a development plan, and securing major gifts while managing a team of three fundraising professionals.

### Primary Responsibilities

- Collaborate with the Dean and Associate Vice President for Development to advance the college's mission and funding priorities through philanthropic strategies.
- Provide strategic leadership and management to coach and mentor a team of development officers and internal support team to exceed performance goals and objectives.
- Manage a portfolio of prospective

donors who have the capacity to make gifts in excess of \$1 million.

- Cultivate, solicit, and steward a portfolio of donors and prospective donors conducting 10-12 visits per month.
- Work collaboratively on fundraising initiatives with all offices of the Division of Advancement including the Office of Development, Office of Advancement Services, Office of Planned Giving, and Office of Alumni Affairs.
- Facilitate collaboration with team members throughout Development, including Principal Gifts, Corporate and Foundation Relations, and Annual Giving.
- Attend Division and Development staff meetings and strategy meetings as needed.

### QUALIFICATIONS

A Bachelor's degree is required; a Master's degree is preferred. Candidates must have a minimum of seven years of development experience or an equivalent combination of education and experience.

### Preferred Qualification

- Demonstrated ability to cultivate, solicit, and close major and principal gifts while providing leadership and direction for the

implementation and execution of a strategic development plan.

### Knowledge, Skills, and Abilities

- Proven track record of success in identifying, cultivating, and soliciting major gifts in higher education.
- Proven ability to effectively interact with diverse internal and external constituents such as donors and prospective donors, University administrators, deans, faculty, boards of visitors, and corporate partners.
- Strong interpersonal, written, and verbal communication skills.
- Excellent organizational management skills.
- Ability to work independently and as a part of a collaborative team.
- Must be a creative and effective leader with expertise in strategic planning, fundraising, program implementation, personnel management, and accountability.
- Must be able to work in a fast-paced office environment.
- Ability and willingness to travel in and out of state.

### UNIVERSITY OF ALABAMA

The University of Alabama was founded in 1831 as Alabama's first public college. Today, UA is a student-centered research







university and an academic community united in its commitment to enhancing the quality of life for all Alabamians.

UA attracts some of the most academically talented students in the nation and is a leader among public universities nationwide in the enrollment of National Merit Scholars with more than 600 currently enrolled. UA has produced a total of 15 Rhodes Scholars, 53 Goldwater Scholars, 16 Truman Scholars, 33 Hollings Scholars, and 13 Boren Scholars. Fifteen UA graduates accepted Fulbright awards to study and teach abroad during 2018-2019.

Enrollment at UA reached 38,392 for fall 2018, including 33,030 undergraduates, 4,916 graduate students, and 446 professional students. The University's international students represent approximately 3.2 percent of the student body and 78 countries around the world.

The University comprises 13 colleges and schools: College of Arts and Sciences, Culverhouse College of Business, College of Communication and Information Sciences, College of Community Health Sciences, College

of Continuing Studies, College of Education, College of Engineering, Graduate School, Honors College, College of Human Environmental Sciences, Capstone College of Nursing, Culverhouse School of Law, and School of Social Work.

UA's renowned faculty totals 2,021. Twenty-six UA faculty have received NSF CAREER Awards, the nation's most prestigious recognition of top-performing young scientists, in disciplines ranging from nanoscience and engineering to biological sciences.

Academic offerings include 72

bachelor's degrees and 121 graduate and professional degrees in more than 200 fields of study. During the 2017-2018 academic year, the University awarded 6,821 bachelor's degrees, 138 professional degrees, 1,669 master's degrees, 16 educational specialist degrees, and 290 doctoral degrees.

UA has a nationally competitive intercollegiate athletics program, with 21 varsity teams competing in 17 sports. The Crimson Tide boasts 25 team NCAA Championships and countless more conference championships and individual achievements.

Today, there are more than 200,000 UA alumni across the globe. Many are leaders in their communities, states, and nations, including heads of major corporations, Pulitzer Prize winners, renowned scholars, scientists, and artists.

For fiscal year 2017, total revenues exceeded \$1.235 billion and included \$154.8 million from state appropriations. Nearly 33 percent of total operating expenditures were designated for instruction and approximately 6 percent for research.

Charitable giving for fiscal year 2018 totaled \$224.3 million from approximately 62,300 donors.





### TUSCALOOSA, ALABAMA

The University's main campus is located in Tuscaloosa in west-central Alabama, along the banks of the Black Warrior River. The fifth largest city in Alabama, Tuscaloosa is home to more than 95,000 residents with a metro population reaching more than 235,000.

The city has a thriving business community, with the University serving as the primary economic and cultural engine. One of the most internationally recognized companies in Tuscaloosa is Mercedes-Benz and its production facilities.

The city is known for a wide variety of cultural arts, including museums, plays, concerts, and events. The riverfront area offers recreational trails, businesses, restaurants, and a farmers market. A 7,470-seat amphitheater, the largest in west Alabama, hosts many major performances and special events.

Tuscaloosa County offers a more comprehensive range of medical and health care options than any other community of comparable size and population in the Southeast.



### APPLICATION AND NOMINATIONS PROCESS

Confidential inquiries are welcomed; nominations are invited.

**To Apply** - Application packet must include:

- A letter of interest
- Current resume
- At least five references with full contact and e-mail information (References will not be contacted without the applicant's consent.)

**Submit application packet** to [UA-SrDD@myersmcrac.com](mailto:UA-SrDD@myersmcrac.com) for consideration. Review of applications begins immediately. The search will remain open until the position is filled.

**IMPORTANT:** The University of Alabama requires all applicants also to complete the University's online application at

<http://staffjobs.ua.edu/cw/en-us/job/507503/major-gifts-officer-iii-senior-director-of-development-culverhouse-college-of-business-507503>

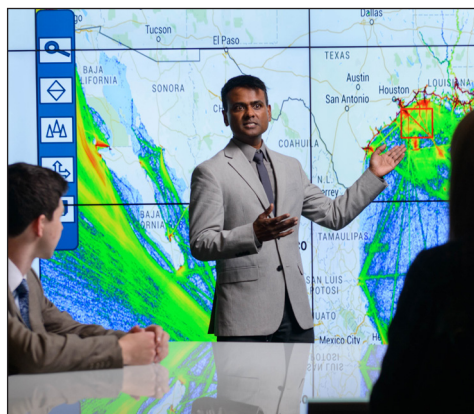
**Submit nominations** to [UA-SrDD-Nominate@myersmcrac.com](mailto:UA-SrDD-Nominate@myersmcrac.com) with full contact and e-mail of the individual being nominated.

**Kenny Daugherty**, President of Myers McRae Executive Search and Consulting, is assisting The University of Alabama with this search.



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*The University of Alabama is an Equal Employment/Equal Educational Opportunity Institution. All qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, gender identity, gender expression, age, genetic information, disability, or protected veteran status, and will not be discriminated against because of their protected status.*