



University of South Carolina Upstate



announcing a national search for the

Associate Vice Chancellor for Development and Alumni Relations



The **University of South Carolina Upstate**, located in Spartanburg, South Carolina, seeks a proactive, self-starter, and goal-oriented development officer to serve as the **Associate Vice Chancellor for Development and Alumni Relations**. This is an outstanding opportunity for an experienced fundraising professional who wants a leadership role in advancing the philanthropic culture of a growing university through strategically coordinated development, engagement, and fundraising initiatives.

The Opportunity

The University of South Carolina Upstate is a comprehensive public institution serving more than 6,000 students across four colleges and schools. *U.S. News & World Report* recently recognized USC Upstate as No. 2 Top Public Regional Colleges in the South and No. 4 for Best College in the South for Veterans. Additionally, the University tied for No. 11 in Ethnic and Racial Diversity among Regional Colleges in the South.

University Advancement houses the

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USC Upstate Foundation, Office of Alumni Relations, and Office of University Marketing and Communications. The 16-member department establishes and sustains relationships with individuals, alumni, and corporate leaders and partnerships with foundations, governmental agencies, and corporations.

A core responsibility of University Advancement is to secure private philanthropic support for the University that enables the institution to stay on mission.

Reporting to the Vice Chancellor for University Advancement, the Associate Vice Chancellor for Development and Alumni Relations is a skilled and dynamic development executive in advancing the philanthropic culture of USC Upstate through strategically coordinated development, engagement, and fundraising initiatives.

Responsibilities

- Lead a team of development and alumni relations professionals, providing mentorship and direction while simultaneously planning for expansion in the coming years.
- Develop and enhance meaningful and productive relationships with major and principal gift prospects, assist in the discovery of philanthropic passions, and align giving interests with funding priorities in pursuit of annual fundraising goals and metrics.
- Provide thoughtful leadership and high-

Meredith N. Brunen, Ed.D.

Vice Chancellor for University Advancement and
Executive Director of the USC Upstate Foundation



Dr. Meredith Brunen is the chief philanthropic officer for the University and works closely with the Chancellor, the Advancement team, and the USC Upstate Foundation and Alumni boards. She provides leadership, strategic planning, counsel, and assistance to academic, athletic, and administrative units to set strategic direction related to the execution of all fundraising, alumni relations, and communication activities.

Previous to Dr. Brunen's leadership role at USC Upstate, she served as interim vice president for University Advancement and Associate Vice President for University Advancement at the University of West Florida. Earlier in her career, she held the role of Executive Director of Development for Northwest Arkansas Community College (NWACC) in Bentonville, Arkansas, where she served as the Chief Executive Officer of the NWACC Foundation.



level support to the Vice Chancellor for University Advancement in formulating a strong action plan for cultivation, solicitation, and stewardship of major donors and prospects for multi-year gifts, endowment gifts, and legacy gifts.

- Assist in building the case for support to drive increased development activity and total contributions through the identification, cultivation, solicitation, and stewardship of annual, major and planned giving donors.
- Develop and manage budgets for fundraising programs and alumni engagement with the appropriate staff members; assist in approving and monitoring expenditures.

Qualifications

Candidate must have a Bachelor's degree and a minimum of five years of progressively responsible experience in advancement and a minimum of five years of leadership and management experience at the director level or higher. A valid driver's license and a good driving record are mandatory.

Preferred Qualifications

- Advanced degree in a professionally related discipline
- Familiarity with Raiser's Edge

Other Requirements

- Proven record of leadership and

accomplishment in the field of development and fundraising success, especially in major gift development and solicitations

- Proven record of being a self-starter, who is proactive and goal oriented with the ability to work autonomously and take initiative and make decisions
- Excellent interpersonal skills, as well as strong written and verbal communication skills
- Demonstrated success in designing strategy for securing major and planned gifts and personal solicitation of gifts
- Proven experience in major gift stewardship, prospect management, volunteer management, and event planning
- Demonstrated ability to work effectively with and gain the respect and support of various constituencies, including deans, faculty, and staff
- Demonstrated experience in working effectively with active board members, high-level administrators, and donors

The University

The University of South Carolina Upstate was founded in 1967 to avert a serious healthcare labor shortage crisis when Spartanburg General Hospital announced plans to eliminate its diploma program for registered nurses.

The Spartanburg Regional Campus of the University of South Carolina system, as it was first known, opened its doors in the fall of 1967 to 177 students on the first floor of the Spartanburg General Hospital nursing residence.

USC Upstate has grown from a small, two-year campus into one of the leading metropolitan universities in the Southeast. One of the most beautiful and high-tech campuses in the state, the institution is among the fastest growing universities in South Carolina.

The University offers challenging academic courses, small class sizes, personal experiences, remarkable diversity, an NCAA Division I athletic program, an expansive international community, and a dynamic campus life. USC Upstate has approximately 6,000 students and 30,000 alumni from across the world. With 26 states and 17 countries represented among the student body, the University reflects the international character of the Upstate region, which has the highest per capita concentration of international businesses in the U.S.

The University continues to respond to the educational needs of the Upstate area. Academic programs have expanded well beyond nursing to include 40 bachelor's and master's programs in the liberal arts, sciences, business, information systems, teacher education, and nursing. The University has four colleges and schools: College of Arts and Sciences; Mary Black School of Nursing; George Dean Johnson, Jr. College of Business and Economics; and School of Education.



The University of South Carolina Upstate



The faculty has 245 full-time members and 222 part-time. The University has an 18:1 student/faculty ratio and an average class size of 25.

USC Upstate serves the cities of Spartanburg and Greenville and their surrounding communities. Along with the enormous growth on the Spartanburg campus, USC Upstate has developed a significant presence in Greenville at the University Center Greenville (UCG). UCG is a nonprofit consortium of seven higher education institutions dedicated to increasing access to educational opportunities for the citizens of the Greater Greenville Metropolitan Area of South Carolina.

USC Upstate is the largest provider of undergraduate academic programs at UCG, generating more than 70 percent of the Center's baccalaureate enrollment. The University's critical partner in this growth is Greenville Technical College (GTC). Both institutions aim to provide opportunities for students to complete technical or associate degrees at GTC, and then move seamlessly into junior-through-senior bachelor's level degree completion programs in numerous related disciplines at USC Upstate.

Competing in NCAA Division I, USC Upstate sponsors eight men's and nine women's teams known as the Spartans. These teams are men's and women's

basketball, soccer, tennis, golf, track and field, cross country; men's-only baseball; and women's-only softball and volleyball. On July 1, 2018, the University will move to the Big South Conference.

Spartanburg, South Carolina

The City of Spartanburg is the seat of Spartanburg County. The city has a population of

nearly 40,000 with the metropolitan area reaching more than 301,000 residents.

A major center for higher education, Spartanburg has seven colleges and universities that have a collective enrollment of approximately 15,000 students. The institutions are a major

economic driver for the city and larger region, and a number of partnerships between the schools and businesses are creating significant strategic advantages in workforce training, research, and economic development.

Known for its natural beauty, Spartanburg offers a high quality of life and friendly people. Shopping, dining, activities, historical sites, and cultural arts are available. The city is home to a diverse array of international companies, including BMW's only North American plant.

The mild climate, with four distinct seasons, allows for outdoor activities year-round. The area has lakes, rivers, parks, preserves, arboretums, and trails waiting to be explored.

Situated at the junction of I-85 and I-26, Spartanburg is easily accessible to both the mountains and the beaches. The city is 75 miles from Charlotte, North Carolina, and 93 miles to Columbia, South Carolina.

Application and Nomination Process

Confidential inquiries are welcomed; nominations are invited.

- 1. To Apply** - Application packet must include:
 - a) Letter of interest
 - b) Current resume
 - c) At least three references with full contact information with e-mail addresses (References will not be contacted without the applicant's consent.)

Additional information will be requested upon submission of an application packet.

- 2. Submit application packet** to USCUpstate@myersmcrae.com by **May 21, 2018** for best consideration.

Submit nominations to USCUpstate-Nominate@myersmcrae.com with complete contact and e-mail information for the individual being nominated.

Kenny Daugherty, President of **Myers McRae Executive Search and Consulting**, is assisting the USC Upstate with this search.



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