



LAMAR UNIVERSITY

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Inviting Applications and Nominations for

Major Gifts Officer



MYERSMcRAE
EXECUTIVE SEARCH AND CONSULTING



Lamar University, a member of The Texas State University System, seeks experienced professionals to serve as **Major Gifts Officers** in the Division of University Advancement. This Advancement Officer plays a key role in enabling the University to achieve its fundraising goals and objectives.

► OUR MISSION

Lamar University strives to educate leaders, demonstrate excellence in student learning and career readiness, and pursue research with relevance.

► OUR VISION

To establish Lamar University as a first choice of tomorrow's leaders and career professionals in Texas.

ABOUT THE UNIVERSITY

Home to more than 17,000 students, Lamar University (LU) is among the fastest growing Texas colleges and universities. LU is a member of The Texas State University System, which is the first higher education system of Texas, and it maintains the lowest average tuition and fees of any university system in Texas. With more than 130-degree options and a community that cares, Lamar students find degree programs that best fit their interests and career preferences. The university has a low student-to-faculty ratio (19:1), a diverse campus, and strong academic programs.

Lamar University is nationally recognized for its quality curriculum for all degree program levels: Bachelor's, Master's, and Doctoral. The university is broken into five undergraduate colleges (Arts and Sciences, Business, Education and Human Development, Engineering, Fine Arts and Communications), one graduate college, and an honors college. The university stresses academic achievement by emphasizing hands-on learning at all levels, providing ample opportunities for undergraduate research and supporting an excellent Honors Program.

Lamar University is one of 29 public universities recognized as a Carnegie Doctoral Research University by the Carnegie Foundation for the Advancement of Teaching, and was recently awarded R2 status as well as designation as an Opportunity College and University—one of only 27 public universities in the nation to hold both. Several LU colleges and programs hold additional specialized certifications and accreditations recognizing their quality and expertise.

Beyond the classroom, Lamar University students develop leadership skills and lifelong friendships in more than 200 campus clubs and organizations as well as its excellent athletic programs.

More than 2,500 students live on campus in five modern, apartment-style residence halls. All students have access to the gourmet dining hall and the spacious Sheila Umphrey Recreational Sports Center, a showpiece facility with a 43-foot climbing wall, all the latest workout equipment, and a range of intramural sports.

Lamar's athletic program has more than a dozen NCAA Division I sports: Men's baseball, basketball, cross country, football, golf, tennis, and track and field, and Women's basketball, cross country, golf, soccer, softball, tennis, track and field, and volleyball. The Cardinals compete in the Southland Conference and have a history of winning championships in sports including men's and women's basketball, volleyball, golf, and cross country: the University has won the Commissioners' Cup back-to-back for the last two seasons.

Not only do 90% of full-time LU students receive financial aid, Lamar University awards over 2,000 scholarships annually, totaling over \$20 million in assistance to students.

More than 1,200 faculty and staff members work for the university on its vibrant and beautiful 292-acre campus in Beaumont, Texas, about 90 miles east of Houston and about 25 miles west of Louisiana.

Strategic Work Plan

For nearly 100 years, Lamar University has provided an accessible and exceptional education to students on a global scale with a clear pathway to a successful career. The commitment to students has never been stronger as LU continues its commitment to focusing on one student at a time.

LU continues to provide the intellectual capital for today's workforce and the leaders of tomorrow. Its strategic plan provides not only direction for the university but also as changes in higher education and the world occur, how it might partner in addressing solutions to the challenges confronting society as a whole.

Lamar University Foundation

The Foundation serves as the preferred channel for private gifts to all areas of Lamar University to support its educational mission. The Lamar University Foundation focuses on managing endowments and

distributing funds to Lamar University programs according to donor designations. Lamar University Foundation is a Texas corporation established under Section 501(c)(3) of the Internal Revenue Code for educational or charitable purposes.

Although the University is a state-assisted institution, private philanthropy provides the funds necessary to attract and retain the finest students and faculty to Lamar and provides much of the financial aid that many of its students need in order to reach their educational goals. Through endowments, planned gifts, and special-purpose campaigns, the Foundation works closely with the office of University Advancement to manage private support from alumni and friends.

The Lamar University Foundation Board of Trustees is composed of up to 40 members committed to the success of Lamar University and the stewardship of the gifts managed through the Foundation.





THE OPPORTUNITY

Lamar University is seeking multiple Major Gifts Officers with proven development and major gifts experience to oversee the major gifts program within the Advancement Division. The Major Gifts Officer will work closely with donors and prospective donors implementing cultivation and solicitation strategies for individual prospects.

Responsibilities

- Responsible for building and managing an assigned portfolio of donors and prospective donors. This includes participation in the identification of prospective donors, cultivation, solicitation, and stewardship activities. It includes recommending and implementing cultivation and solicitation strategies of individual prospects and working with administration and faculty where appropriate. Some amount of travel is required.
- Represent the Advancement Division with internal constituencies as assigned. This consists primarily of assisting deans and other university personnel to navigate through the processes involved with development activities. This position will work closely with the relevant college dean, unit leader, or athletic representative to secure major gifts to areas as assigned.

- Maintain knowledge of current tax laws, investments, and planned giving opportunities and use this knowledge in prospect cultivation and solicitation.
- Write or assist in drafting proposals and other materials; assist with publicity arrangements on significant gifts.
- Attend and participate at University, Alumni, and other appropriate events, both on and off campus, to enhance the friend-raising efforts of the University.
- Actively participate on the Advancement senior leadership team and collaborate with other colleagues in development, alumni relations, Foundation, and advancement services, and prospect research to increase contacts and fund-raising totals.

Skills and Abilities

- Proven management experience of development professionals and support staff
- Outstanding communication and interpersonal skills and can interact positively and professionally with both the community at large and the internal campus community
- Excellent written and verbal skills
- Ability to prioritize multiple projects to a successful completion

- Ability to work in a team environment where priorities may conflict and consensus building is critical
- Demonstrated success in working with volunteer leadership
- Experience planning and executing a comprehensive campaign; fundraising experience in a complex university and prior experience working with a major gift program.

Minimum Qualifications

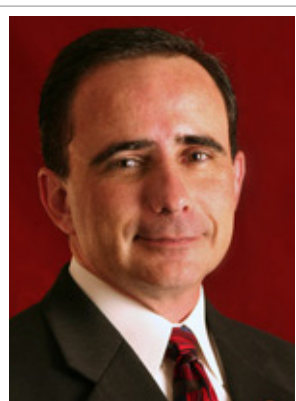
- Bachelor's Degree from an accredited university
- Five years of substantial, progressively responsible, and successful principal and major gifts fundraising experience

Preferred Qualifications

- Experience as a successful development officer for an educational institution or a non-profit organization (Experience in athletics will be considered for one of the open positions.)



JUAN J. ZABALA



Vice President for University Advancement

Juan Zabala became Vice President for University Advancement on July 1, 2014, after serving as Associate Vice President of University Advancement since July 1, 2012. He began serving as interim in that position on September 1, 2011. Additionally, he became the C.E.O. of the Lamar University Foundation in June 2013. He directs the activities of the foundation, development, alumni affairs, and advancement services. Zabala joined Lamar University as director of alumni affairs in January 2003 when Lamar created the Office of Alumni Affairs to expand upon the work of the former LU Alumni Association. Through the Office of Alumni Affairs, the institution works to engage alumni in all aspects of the life of the university. Supervision of the Advancement Services department was added to Zabala's portfolio in November of 2007.

Prior to his appointment at Lamar University, Zabala served as assistant dean of the University of Texas School of Law.

Zabala has a Master's Degree in Business Administration from Lamar University as well as degrees from Sul Ross State University (Alpine, Texas) and BYU Idaho (Rexburg, Idaho). Zabala has more than 30 years of experience in administration, university development, and alumni relations.



BEAUMONT

Incorporated in 1838, Beaumont is a coastal city in Southeast Texas on the Neches River 90 miles east of Houston and 30 miles west of the Louisiana border. Home to more than 115,000 residents and the seat of Jefferson County, Texas, Beaumont is the energy gateway for the State of Texas and the United States.

A low cost of living and a year-round outdoor climate makes Beaumont an ideal place to live as well. Residents and visitors enjoy exploring the bayous, birding, and unique culinary landscape and see where the world was changed forever in one of America's original Boomtowns.

Beaumont is convenient for lake, river, and ocean recreation. Located only a few miles from the Gulf Coast, the city is little more than an hour from the Big Thicket National Preserve, large lakes, and piney woods.

Museums and historic sites include the McFaddin-Ward House Museum, Spindletop-Gladys City

Boomtown Museum, the Chambers House Museum, Art Museum of Southeast Texas, Fire Museum of Texas, Texas Energy Museum, Clifton Steamboat Museum, Saint Anthony Catholic Basilica, and, of course, the Babe Didrikson Zaharias Memorial Museum. Beaumont is also home to the Wildlife and Alligator Adventure Park and the exquisite Beaumont Botanical Gardens.

The largest employers in Beaumont are Lamar University, Beaumont Independent School District, ExxonMobil Corporation Beaumont Refinery, Christus St. Elizabeth Hospital, and Baptist Hospital of Southeast Texas.

Beaumont is served by the Beaumont Independent School District, though there are also several private schools in the city and metropolitan area.

Application & Nomination Process

Confidential inquiries are welcomed, and nominations are invited.



Applications

All application packets must include the following:

- a) A cover letter that includes your interest in the position and career highlights as it relates to being a Major Gifts Officer.
 - b) Current résumé with at least four references with full contact information including e-mail (*References will not be contacted without consent from applicant.*)
- 2) Submit application materials online, preferably as PDFs. Additional information is requested with the submission of materials. **Review of applications will begin immediately and continue until the positions are filled.**

APPLY HERE

Nominations

Submit nominations with complete contact and e-mail information for the individual being nominated.

NOMINATE HERE

Consultant

Lamar University has retained **Myers McRae Executive Search and Consulting** to assist the Search Committee for the Associate Vice President of University Advancement in its identification and review of candidates. **Brianna Douglas, Ph.D.**, Vice President of Myers McRae Executive Search and Consulting, is the lead consultant for this search. **Request a conversation regarding this search at BriannaDouglas@myersmcr ae.com.**



It is the policy of Lamar University not to discriminate on the basis of non-relevant criteria including, but not limited to race, color, religion, sex, sexual orientation, gender identity and expression, national origin, age, disability, or veteran status in its educational programs, activities, admissions, or employment practices.