



THE UNIVERSITY OF **ALABAMA**[®]

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Inviting applications for
Executive Director of Colleges and Schools
in the Division of Advancement



*The University of Alabama, one of the nation's top public research universities and Alabama's flagship institution, seeks an organized, motivational fundraising professional for the leadership position of **Executive Director of Colleges and Schools**. The Executive Director reports to the Associate Vice President for Development. While a start date is negotiable, the preferred start date for this appointment is late October or early November.*



ABOUT THE UNIVERSITY

The University of Alabama (UA) was founded in 1831 as the state's flagship university. 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.

With 38,645 students, UA enrolled the largest freshman class in history in fall 2022. In the last three years, UA has enrolled more than 38,000 students. Graduate School enrollment of 6,152 is a 7 percent increase from fall 2020 and breaks last year's record enrollment number.

The University attracts high-achieving students from across the nation and the world. The freshman class includes 322 National Merit Scholars, bringing the total number of currently enrolled National Merit Scholars to 1,088. Both are records and the highest in UA history.

UA students continue to win prestigious national awards. Sixty-two UA students have been named Goldwater Scholars. The University of Alabama has produced a total of 16 Rhodes Scholars, 16 Truman Scholars, 41 Hollings Scholars, and 17 Boren Scholars.

The Fulbright Program selected 18 UA students for various awards for the 2022-2023 academic year.

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 Education, College of Engineering, Graduate School, Honors College, College of Human Environmental Sciences, School of Law, Capstone College of Nursing, and School of Social Work. The Carnegie Classification of Institutions of Higher Education has classified UA as an R1: Doctoral Universities – Very High Research Activity institution.

UA's renowned faculty totals 2,025, with 1,557 serving full-time and 1,003 being tenured or tenure track. Thirty-five current UA faculty have received NSF CAREER Awards, one of the nation's most prestigious recognitions of top-performing young scientists, in disciplines ranging from nanoscience and engineering to biological sciences. During the 2020-2021 academic year, four professors received this award.

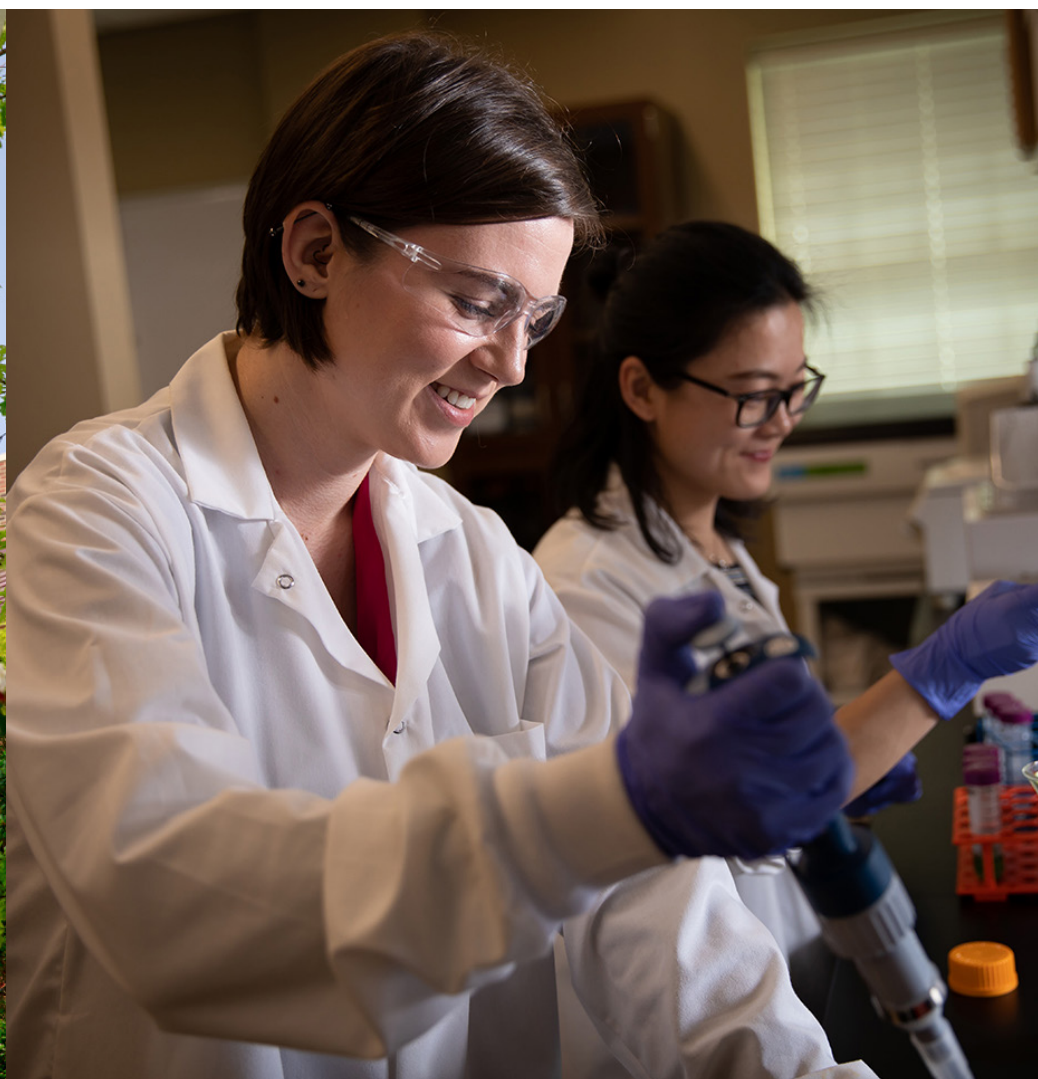
UA offers bachelor's, master's, and doctoral degrees in nearly 200 degree programs, with a student/faculty ratio that averages 23:1. Professional programs include law and rural medicine. The University has developed more than 70 innovative online degree programs that students can complete around their schedule and from any location.

The Crimson Tide is one of the most legendary names in all of sports. UA has a nationally competitive intercollegiate athletics program, with 18 varsity teams competing in 13 sports. The Crimson Tide boasts NCAA Championships, conference championships, and individual achievements. UA is one of 12 universities in the nation that sponsor wheelchair athletics and is the only program in the Southeastern United States.

The University currently boasts a living alumni population more than 200,000 strong. With approximately 9,000 new alumni being added to the

ranks on an annual basis, the size of the Crimson Tide nation is growing exponentially. Many UA alumni are leaders in their communities, states, and nations, including heads of major corporations, Pulitzer Prize winners, renowned scholars, scientists, and artists.

The University of Alabama has launched its largest fundraising campaign to date. The Rising Tide Capital Campaign is a University-wide effort to raise a minimum of \$1.5 billion in philanthropic support for strategic priorities over a 10-year period. The campaign aligns with the strategic plans of both The University of Alabama and the Office for Research & Economic Development (ORED) and carries forward the tenets of excellence in teaching, research, service, and economic development. Seven years into the campaign, UA has exceeded \$1.3 billion in private support and has created more than 880 new scholarships and nearly 50 new faculty support funds and has impacted more than 500,000 square feet of space across the UA campus.





THE OPPORTUNITY

The **Executive Director of Colleges and Schools** is a key member of the Development leadership team and will partner with the Associate Vice President for Development to set strategic direction for UA's Colleges and Schools to enhance new levels of excellence in fundraising.

The Executive Director will provide oversight, guidance, support, and strategic direction to a team of development officers. This will include establishing metrics and goals for each member of the team and providing them with coaching opportunities to meet their targets for a successful outcome of Development priorities.

In addition to administrative responsibilities, the Executive Director will maintain a small portfolio of major and leadership-level prospects at the \$100K level and foster meaningful relationships with donors and prospective donors to increase philanthropy at UA.

JOB DUTIES

Team Leadership

Provides leadership, management, and coaching of the development officers in the College of Arts and Sciences, the Honors College, the School of Law, the Division of Student Life, Libraries, and Parent and Family Philanthropy, as well as an administrative assistant.

Fueled by four generations of love for the arts, the Smiths cement their legacy through a \$20 million gift to name the Smith Family Center for the Performing Arts, scheduled to open in 2026. Visit as.ua.edu/performingarts to see details and renderings.

- Ensures appropriate portfolio composition for the entire team.
- Directs planning, training, and mentoring; oversees activities, and evaluates performance of positions reporting to the Executive Director.
- Ensures each member of the team conducts the appropriate number of monthly visits related to solicitation, cultivation, and stewardship and that proper follow-up is completed after visits.
- Provides direct supervision, including hiring, firing, evaluating, and disciplining responsibilities, and provides advisory guidance, including input/recommendations for employees.

Portfolio Management

Conducts visits with prospective donors and assigned prospects in-state and out-of-state. The purpose of the visits is to cultivate, solicit, and steward assigned prospects and donors.

- Oversees a personal portfolio of major gift prospects, and designs strategies to secure significant gifts in support of the University's strategic priorities.

- Prepares proposals and other materials as needed for solicitation.
- Records visits with a written contact report in Denny, UA's constituent management database.

University Campaign Planning

Works with the Associate Vice President for Development and the appropriate deans in areas of campaign execution.

Leadership Team

Serves as a member of the senior leadership team for the Office of Development and participates in setting strategic direction and advises on executive decisions regarding fundraising at the University.

Fiscal Responsibility

Adheres to an established budget for an assigned unit or account.

Qualifications

The Executive Director of Colleges and Schools will have proven leadership skills in nurturing a team in a goal-oriented environment that empowers staff through active communication and delegation and that builds confidence, promotes diversity of thought, and celebrates achievement.

Education and Experience

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.

A valid U.S. driver's license is required. Finalists must be at least 21 years of age at time of hire and have an acceptable Motor Vehicle Report as determined by the insurance carrier. A motor vehicle report is part of the background check of finalists.

Knowledge, Skills, and Abilities

- Proven track record of success in identifying, cultivating, and soliciting significant 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, volunteer boards, and corporate partners.
- Strong interpersonal, written, and verbal communication skills.
- Excellent organizational, management, and coaching 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, and personnel management.
- Must be able to work in a fast-paced office environment.
- Ability and willingness to travel in and out of state.



Bobby Prince **Associate Vice President for Development**

Bobby Prince has served as Associate Vice President for Development in the Division of Advancement at The University of Alabama since 2019. With nearly three decades of experience in development, Prince brought a wealth of knowledge and expertise that is assisting the University in reaching its fundraising goals including The Rising Tide Capital Campaign.

Prince oversees the Office of Development, which is responsible for all academic fundraising at the University including principal gifts, major gifts, and annual gifts. He leads a team of professionals in advancing the mission of the University through philanthropy.

Prior to joining the University, Prince served as Chief Development Officer at the University of Memphis where he provided leadership and strategic direction for a comprehensive development program. Over his career, he also held development positions at the University of North Carolina at Charlotte and Roanoke College in Salem, Virginia. He earned his Bachelor of Business Administration degree at Roanoke College.



Tuscaloosa, Alabama

The University's beautiful, 1,200-acre campus 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 nearly 100,000 residents with a metro population exceeding 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. Birmingham, Alabama, is only 58 miles by interstate.

Application & Nomination Process

Confidential inquiries are welcomed, and nominations are invited.

Applications

- 1) Application packet must include:
 - a) A letter of interest
 - b) Current résumé
 - c) At least four references with full contact information including e-mails (*References will not be contacted without consent from applicant.*)
- 2) **Submit application packet (preferably as PDFs) to UA-ExecDir@myersmcrac.com.** Review of applications begins immediately. The search will remain open until the position is filled.

IMPORTANT: The University of Alabama requires all applicants to also complete the University's online application at <https://careers.ua.edu/jobs/exec-dir-development-executive-director-of-colleges-and-schools-519680-tuscaloosa-alabama-united-states>.

Nominations

Submit nominations to:

UA-ExecDir-nominate@myersmcrac.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 University of Alabama with this search. Schedule a conversation regarding this search at kennydaugherty@myersmcrac.com.



Equal Employment Opportunity: The University of Alabama is an Equal Employment/Equal Educational Opportunity Institution. All qualified applicants will receive consideration for employment or volunteer status without regard to race, color, religion, national origin, sex, sexual orientation, gender identity, gender expression, pregnancy, age, genetic or family medical history information, disability, protected veteran status, or any other legally protected basis, and will not be discriminated against because of their protected status. Applicants and employees of this institution are protected under Federal law from discrimination on several bases.

