



DIVISION OF DEVELOPMENT AND ALUMNI RELATIONS

SENIOR DIRECTOR OF DEVELOPMENT

POSITION PROFILE



**UNIVERSITY OF
GEORGIA**



*We turn love for
the University of Georgia
into meaningful action.*

ABOUT THE POSITION

SENIOR DIRECTOR OF DEVELOPMENT

Summary

The Senior Director of Development serves as a liaison between the Division of Student Affairs and University Development. As Student Affairs' chief development officer, this position is responsible for raising major gifts (\$25,000+) to enable the unit to fulfill its mission and implement its programs and initiatives. In addition to major gifts, the position is also responsible for providing strategy, leadership, direction, coordination and management of all levels of giving for the Division of Student Affairs, including annual giving and stewardship.

To fulfill the mission of Student Affairs and implement its programs and initiatives, the Senior Director of Development works closely with the Vice President to develop fundraising priorities, create an annual development plan, implement the plan and secure major gifts while also supervising a development team. In this role, the employee is responsible for communication, collaboration and coordination between the Division of Student Affairs and the University Development office, as well as creating productive partnerships with all other UGA school, college and unit fundraising programs.

The University Development office sets four objectives for Senior Directors of Development: number of annual face-to-face meetings with donors/prospects, number of major gift solicitations/proposals, unit fundraising goal and individual fundraising goal. These goals are discussed with the director and customized for their specific unit. In addition, each director is required to attend the division and development meetings as well as an individual monthly strategy meeting at the University Development office with the Senior Director of Development for Constituent Programs.

Minimum qualifications

Requires at least a baccalaureate degree in the field. Please contact your Human Resources office for an evaluation of education/experience in lieu of the required minimum qualifications.

Preferred qualifications

- Advanced degree preferred or bachelor's degree and at least 7 years of related higher education experience; *OR an equivalent combination of education and experience related to sales, marketing, development, business administration, higher education, project management, or relationship management with a proven ability to cultivate and solicit major gifts*
- Previous work experience in a hybrid centralized-decentralized fundraising model involving colleges/schools/units working directly with academic leaders and administrators
- Significant experience developing fundraising strategies while providing leadership and direction for implementation of a comprehensive development plan
- Management experience
- Knowledge and experience using Blackbaud CRM system



UGA DEVELOPMENT AND ALUMNI RELATIONS

The Division of Development and Alumni Relations at the University of Georgia advances the goals, objectives, and priorities of the university by generating private financial support, building, and maintaining relationships with alumni and donors, and assisting students with career development opportunities.

DIVISION OF STUDENT AFFAIRS

The Division of Student Affairs strives to enhance the engagement, intellect and character of each UGA student by offering programs and services that provide the best possible learning environment.

UNIVERSITY OF GEORGIA

The [University of Georgia](#) is the birthplace of public higher education in America. For 235+ years, our academic and professional achievements have reflected our commitment higher education's power to change lives and tackle the world's greatest challenges. The main campus of our U.S. News and World Report top 20 public university is in Athens, ~65 miles northeast of Atlanta, with extended campuses in Atlanta, Griffin, Gwinnett, and Tifton.

UNIVERSITY SYSTEM OF GEORGIA

The University System of Georgia is comprised of 26 institutions of higher education and learning. The [USG Statement of Core Values](#) are integrity, excellence, accountability, and respect. These values serve as the foundation for all that USG does, and each USG community member is responsible for demonstrating and upholding these standards. Additionally, USG supports Freedom of Expression as stated in [Board Policy 6.5 Freedom of Expression and Academic Freedom](#).

APPLICATION DETAILS

[View additional details, including a breakdown of duties and responsibilities, and apply for posting S12748P.](#)

Position will remain open until filled. This position was first posted on 10/08/2024.

The University of Georgia is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, ethnicity, age, genetic information, disability, gender identity, sexual orientation or protected veteran status. Persons needing accommodations or assistance with the accessibility of materials related to this search are encouraged to contact Central HR (hrweb@uga.edu).



Inquiries and referrals can be directed to Christy Dasher, DAR talent acquisition specialist (cdasher@uga.edu).