



YOUNG
HARRIS
COLLEGE

Young Harris, Georgia

Senior Director of Development

Young Harris College seeks an experienced fundraiser to serve as the Senior Director of Development. The Senior Director reports to the Vice President for Advancement and has significant fundraising responsibilities that complement the College's cultivation of major donors and the goals of the capital campaign. The Senior Director of Development focuses on relationship building, gift cultivation and solicitation, and initiation and implementation of giving programs and activities that support the College's fundraising goals.



Responsibilities:

- Plans and implements programs and initiatives to raise unrestricted funds, including the Annual Fund, Phonathon and Golf Tournament
- Identifies, cultivates, solicits and maintains donors for the College, with a focus on leadership giving
- Establishes and/or increases endowed scholarships
- Builds and nurtures positive relationships between individuals and community groups and the College
- Articulates effectively the College's mission and goals so they resonate with alumni, friends and potential donors
- Prepares letters, proposals, reports, and other communication materials in conjunction with the cultivation and solicitation of donors
- Relates to the Alumni Office in identifying potential donors and promoting support of the College at activities and events
- Works closely with the College Relations Office to build donor and alumni support through publications
- Develops positive, productive relationships with administrators, faculty and staff across the College community
- Assists senior administrators and others, as designated, on cultivation and/or solicitation calls

Senior Director of Development



Young Harris College educates, inspires, and empowers students through a comprehensive liberal arts experience that integrates mind, body, and spirit.

The preferred candidate will have:

- At least three to five years of successful fundraising experience
- Ability to manage multiple responsibilities and projects, including the Annual Fund and the Phonathon, and special events, including golf tournaments
- Professional presence to represent the College and Office of Advancement to both internal and external audiences
- Effective and persuasive communication skills, both oral and written
- Ability to identify, engage and motivate gift prospects and volunteers
- Ability and confidence to develop and nurture relationships with established and prospective donors, including individuals, businesses, churches, and foundations
- Understanding of budgets and records associated with an advancement program
- Strong work ethic and effective interpersonal skills
- Ability to link the needs and interests of donors to possible gift opportunities for the College
- Working knowledge of social media, especially social networking
- Strong professional interpersonal skills as well as the ability to work as a team member and to take direction
- Willingness and ability to travel extensively and work irregular hours, including weekends



Senior Director of Development

About Young Harris College

Founded in 1886, Young Harris College is a private, residential, liberal arts institution in the southern Appalachian region of Georgia, 100 miles north of Atlanta. Long recognized as one of the finest two-year colleges in the nation, Young Harris became a baccalaureate degree-granting institution in 2009 and will confer its first baccalaureate degree in 2011. With the new four-year status, the College is significantly expanding its faculty, academic offerings and facilities to meet the growing demand.

Affiliated with the United Methodist Church, the College educates, inspires, and empowers students through a comprehensive liberal arts experience that integrates mind, body, and spirit. The College encourages students to grow, be challenged and pursue their full academic potential.

College Leadership

In 2007, the Board of Trustees of the



College appointed Cathy Cox, a highly regarded former Secretary of State of Georgia, as President of Young Harris. The Vice President for Advancement and Advancement staff assist the Young Harris Board of Trustees and President Cox in accomplishing the multi-year strategic plan for the College. Young Harris is preparing for

a major capital campaign. The Senior Director for Development will have a role in accomplishing the fundraising goals of the Advancement Office.

Facts and Figures

Known for its world-class academic programs, Young Harris attracts students from 65 counties throughout Georgia, 10 other states, and six foreign countries. With a 12:1 student-to-faculty ratio, the College combines a rigorous academic curriculum with a nurturing learning environment. The small class sizes, student-centered teachers, and the traditional small-college environment enhanced by excellent resources and facilities add to the charm of Young Harris.

The Campus

The College facilities and campus are centered on 30 acres, adjoining approximately 700 additional acres of College-owned mountain land. The campus is beautifully landscaped;



the facilities are exceptionally well maintained. Most of the 800 students live in campus housing, and there is a strong sense of community throughout the campus.

A 1,200-seat auditorium for dramatic and musical performances, an art gallery and the third largest planetarium in Georgia are among the facilities on campus. The Chapel, built in 1892, is the oldest building and the center of campus life.

Every building on campus is wired for technology and is state-of-the-art. The College has a campus-wide wireless network. The College is constructing new facilities to meet the needs of the growth in students, faculty and programs. Within the past year, the campus has added a 200-bed, LEED-certified residential facility, with a \$15 million Recreation & Fitness Center nearing completion. Construction of a 120,000-square-foot Campus Center is planned.

Academic Programs

The College offers associate and baccalaureate degrees. Additional majors are being added as the enrollment grows. Academic programs include:

- **Bachelor of Arts** with a major in communication studies, history, English, music, musical theatre or theatre
- **Bachelor of Science** with a major in biology, business & public policy, or outdoor education
- **Associate of Arts** with a concentration in the liberal arts or



www.yhc.edu



religious studies

- **Associate of Fine Arts** with a concentration in art, music, musical theatre or theatre
- **Associate of Science** with a concentration in allied health, athletic training, business, education, outdoor education, recreation or science.

Students Organizations and Athletics

Student involvement in activities outside the classroom is encouraged. Young Harris offers numerous organizations in which students can learn and demonstrate leadership and organizational skills.

The Young Harris Mountain Lions compete in baseball, softball, tennis, soccer, golf, and cross-country. Men's and women's basketball returns this fall as the College's new arena is completed in the Recreation & Fitness Center. The College participates in the National Junior College Athletic Association, Division I, but is seeking

admission to NCAA Division II athletics.

The Community

The College is located, between Hiawassee and Blairsville, near the 7,200-acre Lake Chatuge. Nestled among the scenic Blue Ridge Mountains in Towns County, which is 60 percent National Forest Land, the county has a population of 10,000, growing to 25,000 during the tourist season. The College shares a close and vibrant relationship with the surrounding communities and serves as the cultural center of the region.

Application Process

Send expressions of interest, referrals and applications, including a cover letter and resume, to:

YHC-SrDirDev@myersmcrac.com

Young Harris College is an equal opportunity employer.