



UNIVERSITY OF
SOUTH CAROLINA
BEAUFORT



announces a national search for the

Senior Director of Development



The **University of South Carolina Beaufort (USCB)**, a senior institution of the University of South Carolina system serving Beaufort and Hilton Head Island, South Carolina, and Savannah, Georgia, seeks an experienced advancement officer to serve as **Senior Director of Development**.

The Opportunity

The Senior Director of Development, reports to the Vice Chancellor for University Advancement – the University’s chief Advancement officer, and serves as a member of University Advancement’s senior leadership team. The Senior Director of Development provides direct supervision to the staff in Development, Alumni Relations, and Advancement Services.

Responsibilities include:

- Coordinates with department chairs, senior administrators, and faculty to understand the programs and priorities within the University, and to foster broad, coordinated involvement and cooperation in fundraising and alumni programming for the maximum benefit of the University.
- Advises the Vice Chancellor on the establishment of policies, procedures and standards for development, alumni relations and advancement services.
- Assists the Vice Chancellor in increasing the engagement of members of the USCB Partnership Board, the Development Committee of the Partnership Board, the developing Alumni Board and in all aspects of Advancement. Supports Beaufort Jasper Higher Education Foundation; Liaison to the University of South Carolina (USC) Development and Education Foundations.
- Coordinates with the Chancellor, Executive Vice Chancellor for Academic Affairs, department chairs and other academic leadership, advancement leadership, key volunteers, and development staff to formulate university-wide development goals, and to increase overall private support.
- Develops, in coordination with the Chancellor and Vice Chancellor, a program to coordinate major and lead gifts and provides leadership for developing documentation and stewardship of planned gifts.
- Develops, in coordination with the Vice Chancellor, accountability measurements to track performance against goals. Uses this information to coach higher levels of performance and to ensure that individuals are making progress towards the accomplishment of their professional goals.
- Provides leadership for the effective use of a prospect management system that aligns donors with development staff representing their areas of interest.
- Ensures that development staff has annual goals and is working towards achieving those goals.

- Develops a culture that rewards best practices in major gift fundraising, including the development and implementation of a comprehensive strategic plan to establish, nurture, and expand a donor base to meet or exceed annual fundraising goals.
- Supervises all aspects of advancement work, including the collection of data and management of the Millennium system, the analysis of information, and the production of reports to support solicitation and alumni engagement activities. Assures delivery of acknowledgements, benefits, and recognition.
- Provides leadership and coordination to full- and part-time Directors of Development assigned to specific units of the University.
- Supervises staff supporting Alumni Relations to ensure that USCB alumni are actively engaged, provide ongoing financial support, and serve as ambassadors of the University to other alumni and to current and prospective students.

The Senior Director of Development is responsible for ensuring that the University becomes and remains a leader among its peers in the areas of development, alumni relations and advancement services. The application of industry best practices, customized to the characteristics of the USCB campus, should result in ever-increasing levels of private support for the funding priorities of the University.

Qualifications

The Senior Director of Development must possess general knowledge of fundraising techniques and will preferably have knowledge of university-level fundraising methods and principles. The ideal candidate

The Objectives of the Office of Development of USCB

- To provide academic, athletic, and other scholarships to those students who, by past performance, have demonstrated their ability and desire to excel.
- To support the educational programs of the University and to promote and aid in providing continuing educational programs for faculty, alumni, and other interested parties and to aid in the development of new and innovative programs which will benefit the University of South Carolina Beaufort.
- To promote, encourage, and aid investigation and research by the faculty, staff, and students of the University of South Carolina Beaufort.
- To promote the recruitment and retention of a superior faculty, encouraging and aiding their professional development through support of such academic pursuits as the establishment of academic chairs and distinguished professorships; the support of visiting professors and special seminar programs; and support of other programs that will assure the proper intellectual environment for faculty growth at the University of South Carolina Beaufort.
- To support the establishment and implementation of a long-range program of fundraising for the University of South Carolina Beaufort in order to promote the development of new academic programs at the University and to provide a mechanism for the improvement and expansion of existing programs at the University of South Carolina Beaufort.
- To continue to build endowment funds, the income from which is expended for the benefit of the University of South Carolina Beaufort.
- To promote, support, and aid any and all other activities and programs that will further the mission of the University of South Carolina Beaufort.

will hold a bachelor's degree and have a minimum of five to seven years of significant, successful experience in fundraising including securing of significant gifts. Administrative management experience is required.

The Senior Director of Development must have a proven track record in fund development with a preference for higher education experience. Proven leadership and written communication skills are crucial to success. An understanding of and commitment to the unique educational opportunities offered at USCB is essential.

The critical skill-set for this position includes the following:

- Ability to command credibility and respect in forming trusting relationships across the University
- Unquestioned integrity
- Open and accessible interpersonal style
- Exceptional oral and written communication skills
- Unrelenting commitment to a collegial team approach
- Exceptional reasoning, problem-solving and analytical skills

- Openness to new ideas and their implementation
- Ability to react and adapt to changing situations appropriately
- Superb organizational skills, and the ability to work independently
- Proven ability to recruit, develop, and inspire development professionals
- Demonstrated leadership and management capabilities
- Excellent skill and understanding of technology as a tool, and its applications in development
- Willingness to travel and work flexible hours, including evening and weekend commitments



University of South Carolina Beaufort

The University of South Carolina Beaufort is the fastest growing four-year institution in the University of South Carolina system. The institution brings the University of South Carolina's statewide mission of teaching, research, scholarship, and public service to the rapidly growing Lowcountry of South Carolina. USCB offers baccalaureate degrees that respond to regional needs, draw upon regional strengths, and prepare graduates to participate successfully in local communities as well as those around the globe.

USCB has a diverse student body of more than 1,864 students. With a student-teacher ratio of 17:1, USCB students benefit from small classes

and optimal faculty interaction in a challenging academic environment. The University provides a remarkable blend of exceptional faculty, supportive staff, and outstanding facilities, which creates a nurturing community where students can live and learn.

USCB offers 27 undergraduate majors, concentrations, and pre-professional programs. It is the only university in South Carolina with the cutting-edge computational science program and the baccalaureate Human Services program. Given the institution's engagement with the international resort of Hilton Head Island, the Hospitality Management program has attracted exceptional faculty from across the nation. USCB's other professional programs include Business, Education, and Nursing.

The University has weekend programs for working professionals in Business, Early Childhood Education, Nursing,

and Spanish. Both campuses also offer continuing education programs to enhance life and work skills. The Osher Lifelong Learning Institute at USCB provides quality, intellectually stimulating, not-for-credit, educational opportunities and experiences to 1,200 citizens of the Lowcountry.

The institution participates in the Sun Conference, affiliated with the National Association of Intercollegiate Athletics (NAIA). The USCB Sand Shark teams engage in baseball, cross country, golf, women's soccer, softball, and track and field competition.

Campuses

The University has two campuses: one at the gateway to Hilton Head Island and the other in Beaufort.

The Historic Beaufort Campus is located on one of the larger South Carolina Sea Islands and sits on the Intracoastal Waterway in charming downtown Beaufort. With a history dating back to 1795, the Historic Beaufort Campus offers students the benefits of a distinctive and convenient campus nestled in the historic district, close to the waterfront and downtown shops and restaurants. It provides easy access to Penn Center—a resource for studying the Gullah culture and the history of America's first school for freed slaves.

The Hilton Head Gateway Campus is in Bluffton, just minutes from Interstate-95. The 200-acre campus offers new facilities, including state-of-the-art science labs, suite-style student apartments, South Carolina's newest technology infused university library,

and a Campus Center with dining, recreational, and fitness facilities.

Beaufort, Hilton Head Island, and Savannah

USCB serves the southeast coast of South Carolina and Georgia, where residents enjoy year-around outdoor recreation, beautiful beaches and waterways, delicious cuisine, and numerous historic sites.

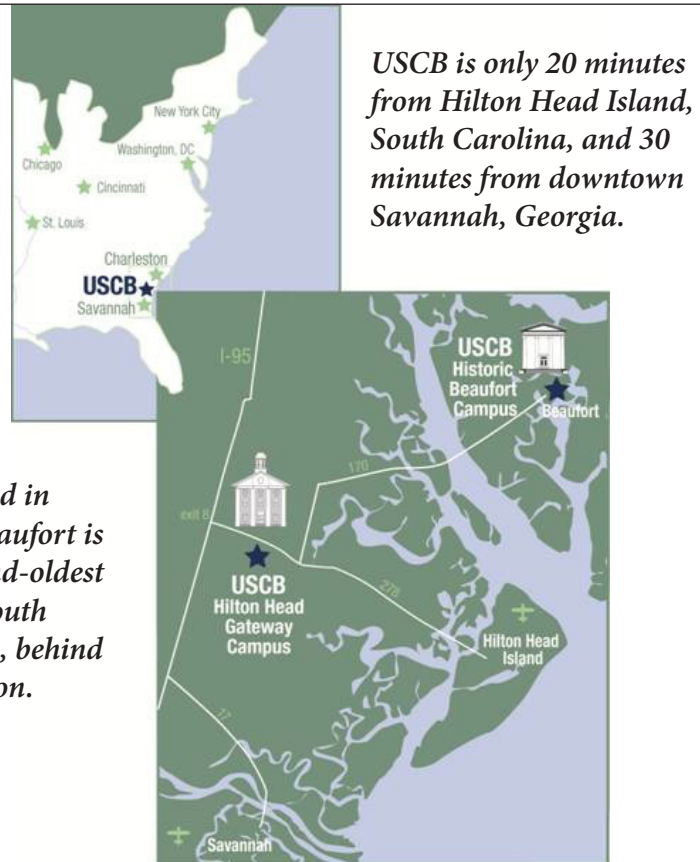
Beaufort is located on Port Royal Island, in the heart of the Sea Islands and the Lowcountry. The city is renowned for its natural beauty and its antebellum homes and historic buildings. The city has been recognized by national and regional publications, including *Southern Living* magazine, which named it “Best Small Southern Town.”

Hilton Head Island is one of the nation’s popular vacation destinations. It offers world-class golf courses, fine dining, picturesque beaches, top entertainment, and excellent shopping.

Savannah is a historic city with a revered past, a vibrant present, and an exciting future. With nearly 300,000 area residents, the Georgia city has maintained steady economic growth and offers a family-friendly lifestyle.

The University of South Carolina System

The University of South Carolina is committed to the education of the state’s diverse citizens through teaching, research, creative activity, and service. Founded in 1801, the University of South Carolina system serves more than 41,000 students from its flagship Columbia campus, three senior campuses (Aiken, Beaufort and Upstate) and four regional campuses (Lancaster, Salkehatchie, Sumter and Union).



USCB is only 20 minutes from Hilton Head Island, South Carolina, and 30 minutes from downtown Savannah, Georgia.

Chartered in 1711, Beaufort is the second-oldest city in South Carolina, behind Charleston.

USCB is an Affirmative Action/Equal Opportunity Institution. Women and minorities are encouraged to apply.

Application Process

Letters of application and nomination are invited. **To apply**, submit a cover letter, resume, and four references, to:

USCB@myersmcrac.com

The review of applications will begin immediately.

Myers McRae Executive Search and Consulting is conducting this search. The consultants are:

Kenny Daugherty

Executive Vice President and COO

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