

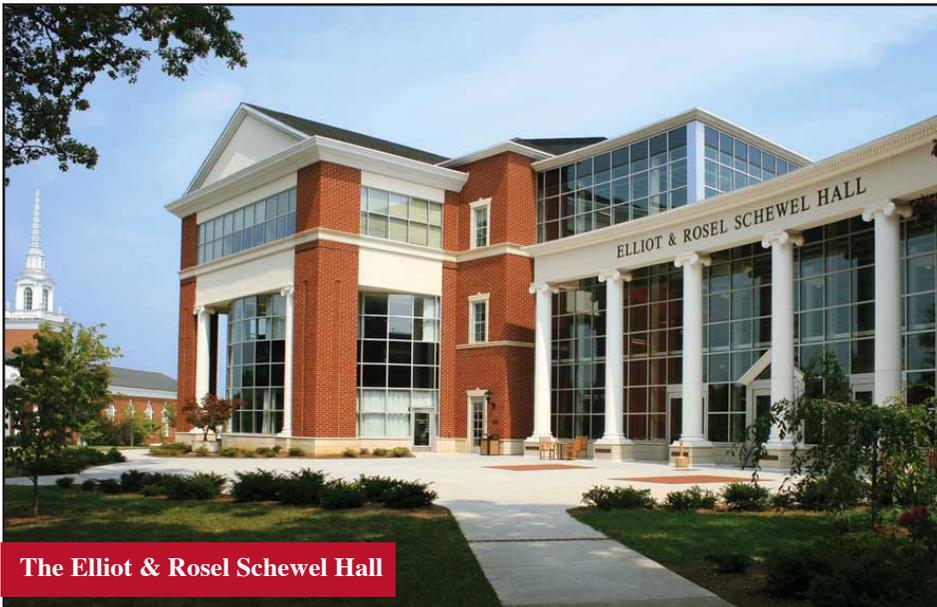


University of Lynchburg



Inviting Applications and Nominations for

Director of Major Gifts



The Elliot & Rosel Schewel Hall

University of Lynchburg, formerly known as Lynchburg College, seeks an experienced fundraiser to serve as **Director of Major Gifts**. Reporting directly to the Senior Vice President for Advancement, the Director of Major Gifts is responsible for the overall management of the major gifts program, which is charged with building relationships and securing support from donors who are capable of making gifts of \$25,000 and above.

The Opportunity

On July 1, 2018, Lynchburg College, a nationally recognized independent college in Virginia, took its final steps to become the University of Lynchburg. The Board of Trustees voted in February 2017 to rename the institution so that it would reflect accurately Lynchburg's dedication to high-quality academics on the undergraduate and graduate levels.

The thriving, private, residential coeducational institution is affiliated with the Christian Church (Disciples of Christ). In the tradition of the denomination, the university is an inclusive community that welcomes students, faculty, and staff of all faiths and backgrounds. This commitment to diversity is reflected throughout all levels of the university.

Located in the eastern foothills of the beautiful Blue Ridge Mountains,

approximately 135 miles west of Richmond, the state capitol, the university offers bachelor's, master's, and doctoral degree programs.

Lynchburg's Office of Advancement has 22 staff members. Departments include Alumni Relations, Annual Giving, Major Gifts, Grants Management, and Advancement Services.

The Director of Major Gifts will be an individual with a rich development and successful development experience in major gifts, and who has a strong and effective track record of management. Knowledgeable about the development profession, the ideal candidate will have experience mentoring gift officers and working in higher education.

Essential Duties

- Develop and implement programs for major and special gifts staff

professional development, process documentation and improvement, and progress tracking.

- Work closely with other members of the Advancement team to insure effective coordination of effort with their programs and to reinforce the prospect relationship continuum.
- Keep current on programs and faculty/research/student initiatives at the university; network with college/university leadership.
- Coordinate an effective program for recognition, involvement, and stewardship of major and special gifts donors in coordination with the Assistant Director of Donor Relations.
- Recruit volunteers to assist with specific solicitations.
- Strategize and implement how best to articulate the need for support to potential donors; develop appropriate materials, presentations, and proposals.
- Attend volunteer and campaign committees and events associated with major gifts, as requested by the Senior Vice President for Advancement.
- Coordinate activities with other members of the Advancement staff and the university as required to advance the goals of the office and the mission of the university.
- Assume other responsibilities as assigned by the Senior Vice President for Advancement.

Qualifications

A bachelor's degree is required; a master's degree is preferred. Candidate must have a minimum of five or more years of individual major gift fundraising, preferably in higher education, and two or more years of management experience.

This leadership position requires proven organizational skills and excellent oral, written, interpersonal,



and analytical abilities. The Director must have the qualities of initiative and leadership as well as an ability to work well with key members of the university's internal and external audiences.

The freedom and willingness to travel and work flexible hours, including evenings and weekends, are essential.

Skills and Abilities:

- Demonstrated leadership and the ability to manage multi-functional or diverse areas.
- Ability to initiate, analyze, monitor, evaluate, and alter strategic advancement plans.
- Ability to understand the needs and interests of major donors in order to develop relationships between them and the university.
- Ability to articulate the case for support and the vision/mission/goals of the university to secure gifts and

pledges of \$25,000 or more.

- Knowledge of tax laws that impact charitable giving, personal assets, and estates.

University of Lynchburg

University of Lynchburg was founded in 1903 in covenant with the Christian Church (Disciples of Christ). The university is nationally recognized for its distinctive undergraduate and graduate programs that offer quality educational opportunities while building the character and leadership ability of its students.

Lynchburg is one of only 40 educational institutions nationwide to be included in Loren Pope's *Colleges That Change Lives*. It also is one of 60 institutions nationwide selected to participate in the Bonner Leaders Program.

The university has a growing enrollment. The 2,750-member

student body represents 38 states and 15 foreign countries. Of the 2,100 undergraduate students, 40 percent are male, 60 percent are female, 23 percent are multicultural, and 75 percent live on campus.

Lynchburg fosters a student-centered environment designed to prepare students for successful engagement in a global society and for effective leadership in the civic, professional, and spiritual dimensions of life. The 10:1 student-faculty ratio enables the 200 full-time faculty members to develop individual relationships with students, connecting beyond the coursework with mentoring and guidance.

Students are offered a wide range of rigorous educational experiences delivered through multiple modes of instruction. While maintaining its commitment to the liberal arts, the university also encourages professional preparation in the belief that the two areas of study support and complement one another.

Academic programs are offered through five colleges: Lynchburg College of Arts and Sciences; College of Business; College of Education, Leadership Studies, and Counseling; College of Health Sciences; and Westover Honors College. The curriculum has 51 undergraduate majors, 62 minors, and 15 pre-professional programs.

Graduate programs include the Doctor of Physical Therapy, Doctor



Director of Major Gifts

of Education in Leadership Studies, Doctor of Medical Science, Master of Arts in Music, Master of Business Administration (generalist and cybersecurity), Master of Education in seven concentrations, Master of Criminal Justice Leadership, Master of Nonprofit Leadership, Master of Public Health, Master of Science in Athletic Training, and Master of Science in Nursing (online).

University of Lynchburg provides more than \$43 million in grants and scholarships, and 100 percent of Lynchburg students receive some form of financial assistance. Seventy percent receive an academic award.

The university extends its reach beyond the campus through experiential learning, cultural opportunities, and service by sharing the expertise and commitment of faculty, staff, and students with the broader community.

In addition to the main campus, Lynchburg has the Claytor Nature Study Center in Bedford County. This 470-acre outdoor classroom and laboratory is dedicated to the study and appreciation of the natural environment.

Lynchburg is a member of the NCAA Division III and the Old Dominion Athletic Conference. Fielding teams for 21 intercollegiate sports, the university has won 177 ODAC titles and produced 242 All-Americans. In 2014, the women's soccer team won the NCAA Division III Championship.

Lynchburg, Virginia

The university's 250-acre campus is located in Lynchburg, Va. The city has a population of more than 75,000, with the metropolitan area, the fifth largest MSA in Virginia, tallying more than 250,000 residents.

With a vibrant central city, Lynchburg fosters a strong sense of community and offers outstanding cultural, performing arts, and recreational



opportunities. Shops, restaurants, art galleries, theatre, and special events mean something is always happening downtown. The area has numerous historical sites to visit and explore. Lynchburg operates one of the top school systems in the state.

Outdoor recreational opportunities include hiking, camping, biking,

fishing, boating, rowing, rock climbing, and more. Eight miles of hiking and biking trails, including portions through downtown, run through the city's Blackwater Creek Natural Area.

Nearby cities include Roanoke, Va., at 50 miles; Charlottesville, Va., at 70 miles; Greensboro, N.C., at 115 miles; and Washington, D.C., at 180 miles.

Applications & Nominations

Confidential inquiries are welcomed, and nominations are invited.

1. Applications must include:

- Letter of interest
- Current resume
- Five professional references with full contact and e-mail information (References will not be contacted without applicant's consent.)

2. **Submit application materials to Lynchburg@myersmcrac.com by October 22, 2018, for best consideration.** Confidential review of materials begins immediately.

3. **Submit nominations to Lynchburg-nomination@myersmcrac.com** with complete contact and e-mail information for the individual being nominated.

Jennifer Barfield, Senior Vice President of **Myers McRae Executive Search and Consulting**, is assisting the University of Lynchburg with this search.



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