



The Student Commons

# PIEDMONT COLLEGE



ANNOUNCING A NATIONAL SEARCH FOR THE

## DIRECTOR OF DEVELOPMENT



**Piedmont College**, a private, comprehensive liberal arts college in northeast Georgia, seeks a dynamic, self-motivated individual valuing higher education to serve as **Director of Development**. The College invites letters of application and nominations for this opportunity.



**The Opportunity**

Piedmont College has been named a "Best College" and "Best Value" by *US News & World Report* among the Regional Universities in the South.

Across two campuses, the College offers undergraduate and graduate programs, including doctoral degrees.

The main campus is in Demorest, Ga., which is located in the foothills of

the Appalachian Mountains. The area offers the finest in outdoor recreation.

Piedmont's Office of Institutional Advancement has an eight-member staff and includes alumni affairs, marketing, communications, and fundraising. Amy Amason has served as Vice President for Advancement since 2013 and has more than 30 years of fundraising experience in higher education.

**Mission Statement**

Piedmont College dedicates itself to the transformative power of education through reciprocal learning, the development of compassionate leaders, and the stewardship of our local and global communities.

**Core Values**

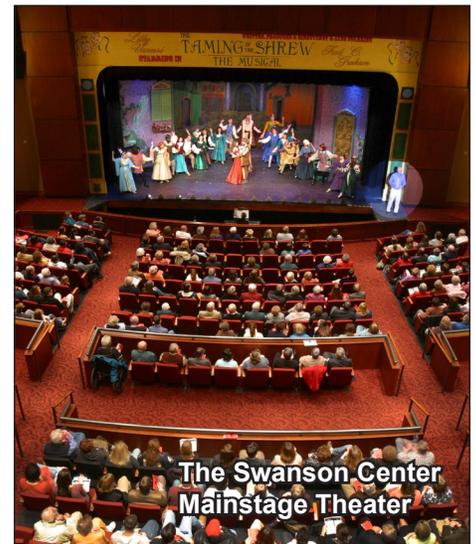
**Inquiry** - Piedmont College fosters an environment for learning by engaging in critical and creative dialogue. All members of the college community are challenged to immerse themselves in discovery, analysis, and communication.

**Service** - Piedmont College cultivates a sense of gratitude and duty to humanity by offering opportunities for civic engagement, personal growth, and ethical reasoning in action.

**Legacy** - Piedmont College upholds the intellectual, social, and theological heritage of Congregationalism through excellence in teaching and scholarship and by embracing our diverse society. We further these principles by encouraging empathy, innovative thought, and responsibility towards ourselves and others.



The Chapel



The Swanson Center Mainstage Theater

The Director of Development (Director) reports to the Vice President for Institutional Advancement. The Director will support Piedmont’s mission and strategic plan through resource development.

Working in coordination with other members of the advancement team, the Director will assist with the identification, cultivation, solicitation, closing, and stewardship of major gift prospects, while soliciting and securing President Council-level annual gifts. Managing a portfolio of 50-75 prospects and donors, the Director will develop and implement strategies for

cultivating and soliciting prospects and spend significant time meeting face-to-face with donors and prospects.

**Roles and Responsibilities**

- Travel throughout the region to build relationships, with the goal of soliciting and closing major gifts.
- Coordinate and implement activities designed to increase prospect, alumni, and donor engagement and secure philanthropic gifts in support of the College.
- Solicit assigned prospects and other potential prospects for gifts.
- Communicate by phone, mail, and

electronic communications with alumni and prospects, who may not be engaged or have not had personal contact from the College for a length of time.

- Plan and execute solicitation strategies leading to major gifts.
- Articulate Piedmont’s needs, values, and ambitions through excellent informal and formal communications.
- Keep current on programs and initiatives that meet the College’s strategic objectives.
- Work together with other advancement colleagues to plan

**Brief Facts about Piedmont College**

**Affiliation:** Piedmont is affiliated with the United Church of Christ (UCC) and the National Association of Congregational Christian Churches (NACCC)

**Locations:** Piedmont has campuses in Demorest and Athens, Georgia

**Enrollment:** More than 2,300 students representing 20 states and 10 nations

**Degree Programs:** 50 undergraduate, 5 graduate, including a doctoral program in education

**Academic Units:**

- School of Arts and Sciences
- Harry W. Walker School of Business
- School of Education
- R. H. Daniel School of Nursing and Health Sciences

**Athletics:** NCAA Division III, USA South Athletic Conference, with men’s and women’s basketball, golf, cycling, soccer, lacrosse, cross country, track and field, and tennis; women’s softball and volleyball; men’s baseball

and execute prospect engagement opportunities and present gift proposals to secure gifts.

- Write donor correspondence, contact reports, and proposals, and provide updates and briefings on program status.
- Maintain communication with faculty and staff concerning their respective functional areas in relation to funding for College priorities.
- Assist supervisor and team members in identifying prospective donors.
- Assist in the planning and development of special projects relative to the interests of prospects and College priorities.

**Required Qualifications**

- Bachelor’s degree
- Minimum of five years of professional experience in any of the following areas: major gift fundraising, non-profit work, sales work, or higher education or other related field
- Exceptional skill in interpersonal relations and communications (both speaking and writing ability)
- Ability to work collaboratively with department colleagues and with other members of the faculty and staff, while handling multiple projects simultaneously in a deadline-oriented environment
- Proven ability to self-motivate and work both independently and as part of a team
- Track record for leading or being a team member of successful initiatives with measurable results
- Relationship-building and management skills
- Articulate and persuasive with diplomacy to represent the College well to multiple constituents, donors, and campus leadership



- Problem-solving skills and resourcefulness, with ability to champion donor-centeredness by understanding the desires of the donors and creating simple solutions
- Strong team orientation, dedicated work ethic, and positive and professional attitude
- Experience with and ability to travel
- Attention to detail
- Proven ability to manage phone and in-person communication with strong customer service skills, including diplomacy
- Understanding of the importance of discretion and confidentiality
- A passion for higher education

**Preferred Skills/Other Experience:**

- Face-to-face fundraising or sales experience

**Piedmont College**

Founded in 1897, Piedmont is a comprehensive liberal arts institution in northeast Georgia. The College has more than 2,300 students enrolled across four academic schools.

One of the most dynamic small colleges in the Southeast, Piedmont’s 200-acre residential campus is

located in Demorest, Ga., located 70 miles north of Atlanta. Designed for commuting students, the Athens campus is in one of Georgia’s most historic and popular cities. Both campuses offer undergraduate and graduate programs. The School of Education also provides graduate programs in numerous off-campus locations across Georgia.

Piedmont is affiliated with the United Church of Christ and with the National Association of Congregational Christian Churches. The College is committed to nurturing a diverse and inclusive community that cherishes academic freedom.

The student/faculty ratio is 14 to 1, and most professors hold a doctorate or the terminal degree in their field. Piedmont is known for the individual attention and one-on-one instruction provided by professors, whose first commitment is to their students’ education.

The core curriculum covers nearly half of the total credits required for a degree. This ensures that all students gain a broad competence in the liberal arts, regardless of their field of specialization.

Piedmont offers majors in more than 50 disciplines and interdisciplinary studies that lead to Bachelor of Arts, Bachelor of Fine Arts, Bachelor of Science, and Bachelor of Science in Nursing degrees. The college encourages study across multiple disciplines, and students can select related courses in different schools to create their own interdisciplinary degree program.

The College's Walker School of Business offers the Master of Business Administration degree at both campuses. The Master of Arts in Teaching, Master of Arts, Education Specialist, and the Doctor of Education degrees are available through the School of Education.

Piedmont promotes international and domestic travel opportunities for academic credit within a variety of study areas. Students also may study abroad for a semester at the University of Nottingham, England, and Paderborn University, Germany.

Piedmont is a member of the NCAA Division III, USA South Athletic Conference. Sports include men's and women's basketball, cross country, cycling, golf, lacrosse, soccer, tennis and track & field; baseball, softball and volleyball. The College also has active intramural teams in a variety of sports.

With a substantial endowment, Piedmont is able to provide a high-quality education while maintaining tuition that is among the lowest of all private colleges in the state.

## Demorest, Georgia

Demorest is a picturesque rural community with many outdoor recreational activities. Atlanta and Athens are only short drives away, with additional cultural, entertainment, sports, and shopping opportunities.



The Swanson Center

Demorest has a relatively low cost of living, with desirable and affordable housing, quality schools, and excellent medical care.

Demorest is also just 25 minutes from Gainesville, Ga.; 45 minutes from Athens, Ga.; and 70 miles from Atlanta, Ga., and Greenville, S.C.

*Piedmont College is an Equal Opportunity / Affirmative Action Employer. Veterans, minorities, women, and persons with disabilities are encouraged to apply.*

## Applications & Nominations

Confidential inquiries are welcomed; nominations are invited.

### 1. Application packet must include:

- a) A letter of interest
- b) Current resume
- c) At least five references with full contact information (references will not be contacted without consent from applicants)

Additional information will be requested after the application is received.

### 2. Submit application packet to [Piedmont@myersmcrac.com](mailto:Piedmont@myersmcrac.com).

Nominations should include contact and e-mail for the individual being nominated. Submit nominations to [Piedmont-nominate@myersmcrac.com](mailto:Piedmont-nominate@myersmcrac.com).

For best consideration, submit applications by **January 8, 2018**.

**Kenny Daugherty**, President of **Myers McRae Executive Search and Consulting**, is assisting Piedmont College with this search.



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