



**LAMAR UNIVERSITY**

MEMBER THE TEXAS STATE UNIVERSITY SYSTEM

announces a National Search for  
**Director of Major Gifts**

**Beaumont, Texas**  
90 miles east of Houston



Lamar University, a member of The Texas State University System, seeks an experienced fundraising professional to serve as the **Director of Major Gifts** in the Division of University Advancement. This Advancement officer plays a key role in enabling the University to achieve its fundraising goals and objectives through relationship building and securing major gifts.



**The Opportunity**

Home to more than 14,000 students, Lamar University is among the fastest growing Texas colleges and universities. Offering more than 100 programs of study leading to bachelor’s, master’s, and doctoral degrees, the University has been nationally recognized for the quality of its core curriculum and the diversity of its student body.

Lamar’s small class sizes and low student-to-faculty ratio (19:1) allow students to build meaningful relationships with faculty who truly care about their success.

The creation of this strong bond of belonging as students has resulted in a strong, active alumni membership.

Lamar’s Division of University Advancement is dedicated to strengthening this bond with alumni while building awareness, community, tradition, involvement, advocacy, and contribution among its other constituents in order to advance the mission and programs of the University. Through the cultivation of relationships, the Division secures gifts and grants that provide the financial resources that

enable the University to achieve its goals and aspirations. While a division of the University, LU’s University Advancement staff works closely with the Lamar University Foundation.

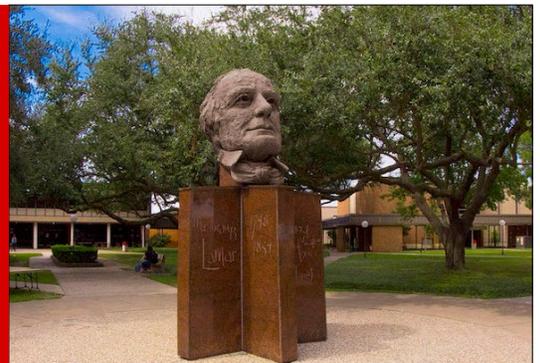
This is an outstanding opportunity for a professional fundraiser with experience in major, planned, and/or estate gifts to serve in a leadership role within a strong and growing Advancement program. Reporting to the Associate Vice President for University Advancement, the Director of Major Gifts (DMG) will serve as a lead development officer for major gifts, working closely with the deans and faculty to achieve designated fundraising goals.

In this leadership role, the DMG will work collaboratively with internal and external constituencies, including faculty and volunteers, to devise and implement strategies for building relationships, predominately with individuals, designed to maximize philanthropic support for the University. A strong track record of effective identification, cultivation, solicitation, and stewardship, preferably in a higher education setting, of donors and prospective donors at the \$10,000 level or above is critical for success in this position.

A creative, team-oriented approach to philanthropy with a broad geographic perspective will be an asset for candidates, as the DMG will conduct personal visits with alumni and friends of Lamar University throughout the state of Texas and nationwide.

**Statement of Mission**

Lamar University engages and empowers students with the skills and knowledge to thrive in their personal lives and chosen fields of endeavor. As a doctoral granting institution, Lamar University is internationally recognized for its high quality academics, innovative curriculum, diverse student population, accessibility, and leading edge scholarly activities dedicated to transforming the communities of Southeast Texas and beyond.





*Lamar University has more than 75,000 alumni who live in every county in Texas, in each of the 50 United States, and in hundreds of nations around the world.*

A member of the Advancement leadership team, the DMG is responsible for building and managing an assigned portfolio of donors and prospective donors. This includes participation in the identification of prospective donors, cultivation, solicitation, and stewardship activities.

The DMG also recommends and implements cultivation and solicitation strategies of individual prospects, working with administration and faculty where appropriate. Some travel and evening and weekend work are required.

Duties also include:

- Plan and implement strategies for cultivation and stewardship activities for planned giving donors in the Legacy Society.
- Maintain knowledge of current tax laws, investments, and planned giving opportunities and use this knowledge in prospect cultivation and solicitation.

- Maintain knowledge and understanding of best practices in higher education

philanthropy and incorporate them into fundraising activities.

- Write or assist in drafting proposals and other materials.
- Assist with publicity arrangements on significant gifts.
- Attend and participate at University, Alumni, and other appropriate events, both on and off campus, to enhance the friend-raising efforts of the University.

### Qualifications

While a bachelor's degree is required, an advanced degree is preferred. Candidates must have a minimum of five years of successful experience as a development officer for an educational institution (preferred) or a non-profit organization.

The successful candidate will possess outstanding communication and interpersonal skills and have the ability to interact positively and professionally with both the community at large and the internal campus community. Experience working with community and business

### Dr. Kenneth Evans Lamar University President

Dr. Kenneth R. Evans (Ken) was appointed President of Lamar University in 2013, after more than six years as Dean and Fred E. Brown Chair at the Michael F. Price College of Business, the University of Oklahoma. Prior to OU, Evans served in a variety of administrative roles at the University of Missouri-Columbia, where he also held the Pinkney C. Walker Professorship, and at Arizona State University, serving as a faculty member in marketing.



An award-winning teacher, Dr. Evans has been particularly recognized for his work in the design and implementation of interactive learning experiences and graduate education. Additionally, he has been acknowledged for his role in building program initiatives that provide primarily undergraduate students access to opportunities to study abroad.

Dr. Evans earned his undergraduate degree from the University of California-Davis and his MBA from California State University-Sacramento. Evans received his doctorate from the University of Colorado. His research has been published in the most prestigious marketing and business academic journals and has received national and international recognition for his contributions in many of these publications.



leaders in business and social settings is essential for success.

Additional requirements:

- Excellent written and verbal communication skills
- Interpersonal and relationship-building skills
- Ability to prioritize and manage multiple projects to a successful completion
- Ability to work in a team environment where priorities may conflict and consensus building is critical
- Comfortable working in and advocating for a community of individuals from diverse backgrounds

### About Lamar University

Founded in 1923, Lamar University stresses academic achievement by emphasizing hands-on learning at all levels, providing ample opportunities for undergraduate research, and supporting an excellent Honors Program.

LU was recently designated as a Carnegie Doctoral Research University, one of only 29 public schools in the nation to receive this designation. It has nearly 300 students enrolled in doctoral programs.

The University also has a robust and growing online program. Nearly a third of the institution's semester credit hours are taught online. In addition to providing online courses to on-campus students, LU offers 10 baccalaureate degrees, seven Master's programs, and one doctoral program online.

Beyond the classroom, students develop leadership skills and lifelong friendships in more than 100 campus clubs and organizations. Students make an impact through nationally affiliated fraternities and sororities, professional associations, cultural groups, religious clubs, and service organizations.

More than 2,500 students live on campus



in modern, apartment-style residence halls. All students have access to the gourmet dining hall and the spacious Sheila Umphrey Recreational Sports Center, a showpiece facility with a 43-foot climbing wall, all the latest workout equipment, and a range of intramural sports.

Lamar's athletic program has more than a dozen NCAA Division I sports: Men's baseball, basketball, cross country, football, golf, tennis, and track and field, and Women's basketball, cross country, golf, soccer, softball, tennis, track and field, and volleyball. The Cardinals compete in the Southland Conference and have a history of winning championships in sports including men's and women's basketball, volleyball, golf, and cross country.

The baseball program has produced multiple major leaguers. LU's new football program has heightened excitement on campus with sell-out crowds and students involved in marching band, cheerleading, the dance team, and game-day tailgating.

Lamar has an annual operating budget of \$225 million. External support for research at the University is strong with faculty members securing more than \$13 million in federal, state, business, and foundation grants to fund their inquiries. Funding sources include the National Science Foundation, the National Institutes of Health, the National Endowment for the Arts, the





U.S. Department of Defense, the U.S. Department of Education, and many others.

The University is home to 11 grant-funded research centers in the Texas Centers for Technology Incubation housed in the College of Engineering.

The University is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools. Several LU colleges and programs hold additional specialized certifications recognizing their quality and expertise.

**About Beaumont, Texas**

Lamar University’s 270-acre campus is in Beaumont, which is about 90 miles east of Houston and 25 miles west of Louisiana. Its location provides easy access to large city activities, such as professional sports, top entertainment, and world-class dining and shopping, while enjoying the family-friendly community of Beaumont. Additionally, Texas does not have a state personal income tax.

A diversified city of more than 115,000 residents, Beaumont is home to businesses and industries stemming from a strong petrochemical and agricultural base. World-renowned companies are attracted to the area’s resources and its educated workforce. A host of cultural attractions offer a variety of leisure options from museums and symphony presentations to shopping districts and many spring and fall festivals. A civic center, convention center, entertainment complex, and coliseum draw professional entertainers and a wide variety of business, social, and professional groups to the city.

Beaumont is convenient to lake, river, and ocean recreation. Located only a few miles from the balmy Gulf Coast, the city is little more than an hour from the Big Thicket National Preserve, large lakes, and piney woods.



**Applications & Nominations**

Confidential inquiries are welcomed; nominations are invited.

**1. Application packet must include:**

- a) Cover letter
- b) Current resume
- c) At least five references with full contact and e-mail information (references will not be contacted without applicant’s consent)

**2. Submit application packet to Lamar-MGO@myersmcræ.com.** Applications are being reviewed and will be accepted until the appointment is made.

**Submit nominations to Lamar-MGO-nominate@myersmcræ.com** with full contact and e-mail information of the nominated individual.

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



515 Mulberry Street, Suite 200  
Macon, Georgia 31201  
(478) 330-6222 | www.myersmcræ.com

*Lamar University is an equal opportunity, affirmative action educational institution and employer. Lamar University will not discriminate against any employee or applicant for employment because of race, color, religion, sex, age, disability, national origin, veteran status, sexual orientation, or gender identity, consistent with the Assurance of Compliance with the Title VII of the Civil Rights Act of 1964; Executive Order 11246 as issued and amended; Title IX of the Education Amendments of 1972, as amended; Section 504 of the Rehabilitation Act of 1973.*